

1992

National
Directory
of
HMOs

GHAA

1992

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GHAA

1992

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1992

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THE GROUP HEALTH ASSOCIATION OF AMERICA

- GHAA, which has represented the HMO industry since 1959, is the oldest, largest trade group for health maintenance organizations and other managed health care systems.
- Membership in GHAA is open to HMOs and managed health care systems that meet the association's standards for quality assurance, financial solvency, and comprehensiveness of benefits.
- GHAA's 300 member plans enroll more than 26 million people, over two-thirds of all HMO members nationwide.
- GHAA's member plans represent IPAs, staff models, group models, mixed models, and networks. GHAA's board of directors includes many of the most prominent leaders in the industry.
- GHAA also offers Supporting Memberships to companies interested in HMOs, as well as international and individual memberships.
- GHAA provides legislative representation, legal counsel, educational programs, research and analysis, library services, and publications, and sponsors a Medical Management Council that is the major forum for HMO clinicians and clinician/managers.
- GHAA has played a lead role in HMO legislation—from the 1973 HMO Act to the HMO Act Amendments of 1988. GHAA helped assure our plans a role in the Federal Employees Health Benefits Program and Medicare beneficiaries the option to get their care in managed care programs. Our major long term goal is positioning ourselves to advance the interests of organized health care systems in the ongoing discussions on health care reform.
- GHAA's state services help members track and influence legislation and regulation in every state across the country.
- GHAA's legal department is a vital resource to its members, monitoring and assessing regulations, and helping plans to comply.
- The Group Health Institute, held annually for over 40 years, highlights a yearly calendar of 25 educational programs that promote professional development in all disciplines in the field.
- GHAA's publications include a bi-monthly magazine and a bi-weekly newsletter. GHAA's library houses the most extensive collection of works on prepaid, managed care.
- GHAA produces the most comprehensive yearly survey of the industry as well as research briefs on timely topics.

GHAA MEMBERSHIP CATEGORIES

- **Member Organizations**

GHAA member organizations include IPAs, networks, group and staff model and mixed model HMOs. Member organizations range from small local plans to national chains. Members in this category must meet a series of industry standards for quality, benefits, marketing and financial stability.

- **Supporting Organizations**

Potential members in this category include any corporation, partnership, association or other institution or organization involved in the health care industry that is not a prepaid, organized health system.

- **International Organizations**

HMOs and similar organizations and associations based and doing business outside the United States are eligible to join GHAA.

- **Individual Members**

Individuals who support the principles of GHAA may apply for individual membership. *However, if you are employed by an HMO, individual membership is only open to you if your plan is a Member Organization.*

- **State HMO Organizations**

Potential members in this category include any association organized to represent HMOs and other managed care organizations exclusively at the state level.

For more information about specific services or a membership application, contact our Membership Department, 202/778-3269.

CALENDAR OF EVENTS

JUNE	7-10	The 1992 Group Health Institute, Minneapolis, MN If you can attend only one conference, participate in the 1992 Group Health Institute in Minneapolis, MN. The Group Health Institute is widely recognized as the major educational forum for the prepaid managed health care industry. This dynamic 4-day conference features over 50 sessions on the hottest topics affecting managed care systems, over 150 speakers, and an extensive exhibit forum. Don't miss this important event!
JULY	22-24 22-24	Managing Member Services and Enrollment in Your HMO, San Francisco, CA Professional Selling Skills Workshop, San Francisco, CA
AUGUST	24-25 27-28	The Future of Medicare Contracting and HMOs, Baltimore, MD The Changing Role of Managed Care in Medicaid Programs, Baltimore, MD
SEPTEMBER	8-10 9-11 11 9-11 14-16 14 14	International Institute on Managed Care, Washington, D.C. GHAA's Annual Marketing Symposium, Boston, MA A GHAA Seminar: The Practice of Public Relations in Today's HMO, Boston, MA Professional Selling Skills Workshop, Boston, MA GHAA's Fourth Annual Managed Care Law Conference, San Francisco, CA A GHAA Seminar: Risk Management Strategies for HMOs, San Francisco, CA A GHAA Seminar: Legal Implications for Small Group Coverage, San Francisco, CA
OCTOBER	1-2 4-6 21-24 25-27	GHAA Committee Meetings, Washington, D.C. Medical Directors Conference, Washington, D.C. The Role of Nurses in Managed Care (Co-Sponsored by GHAA and the American Nurses Association) (Repeated), San Diego, CA What's New in Utilization Management Systems (Repeated), San Diego, CA
NOVEMBER	16-18 17-19 18-20	Choices, Changes and Opportunities in Management Information Systems, Phoenix, AZ The Annual MIS Exposition, Phoenix, AZ Claims Management Solutions for HMOs, Phoenix, AZ
1993		
FEBRUARY	21-24 21-23	Sixteenth Annual HMO Policy Conference GHAA Committee Meetings

Be educated by the best in the business. For more than 32 years, the Group Health Association of America's educational forums have provided key information on HMOs and timely solutions to day to day management challenges and long range needs. By joining your colleagues at a GHAA educational conference, you, too, can be on top of the developments facing managed health care delivery systems.

Access to industry experts. The health care industry relies on GHAA educational programs for individual professional development. For each conference, GHAA carefully selects a faculty of experts from the HMO field, provider community, employer community, hospital industry, federal and state governments, and academia.

Contact with colleagues from across the country. GHAA conferences respond to issues immediately facing HMO managers and health care providers. You learn practical information to make your organization more competitive. By meeting colleagues from across the country you create professional relationships that continue well beyond individual conferences.

(All conference dates and locations are subject to change. Please call the GHAA conference office at (202) 778-3236 for further information and verification of conferences.)

1992

Overview
of the
HMO
Industry

GHAA

This analysis was prepared by Kevin Camerlo of GHAA's Research and Analysis Department using the databases created by the GHAA Membership and Planning Department in the course of developing the **1992 National Directory of HMOs**. The technical appendix explains how these data were collected. The analysis is based on cross-sectional comparisons of these data and those used in the Directories covering 1988, 1989 and 1990.

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OVERVIEW

- There were 550 HMOs with 38.6 million enrollees as of December 31, 1991.
- Enrollment grew by 5.9%, or 2.2 million enrollees, in 1991. Nearly all of this growth took place in larger and older HMOs. This rate of growth increased relative to the previous year.
- Eighteen percent of the insured population was covered by HMOs as of year-end 1991.
- The number of HMOs declined to 550 in 1991 from a high of 662 in 1987. Most of this has occurred through consolidation, i.e., mergers and acquisitions.

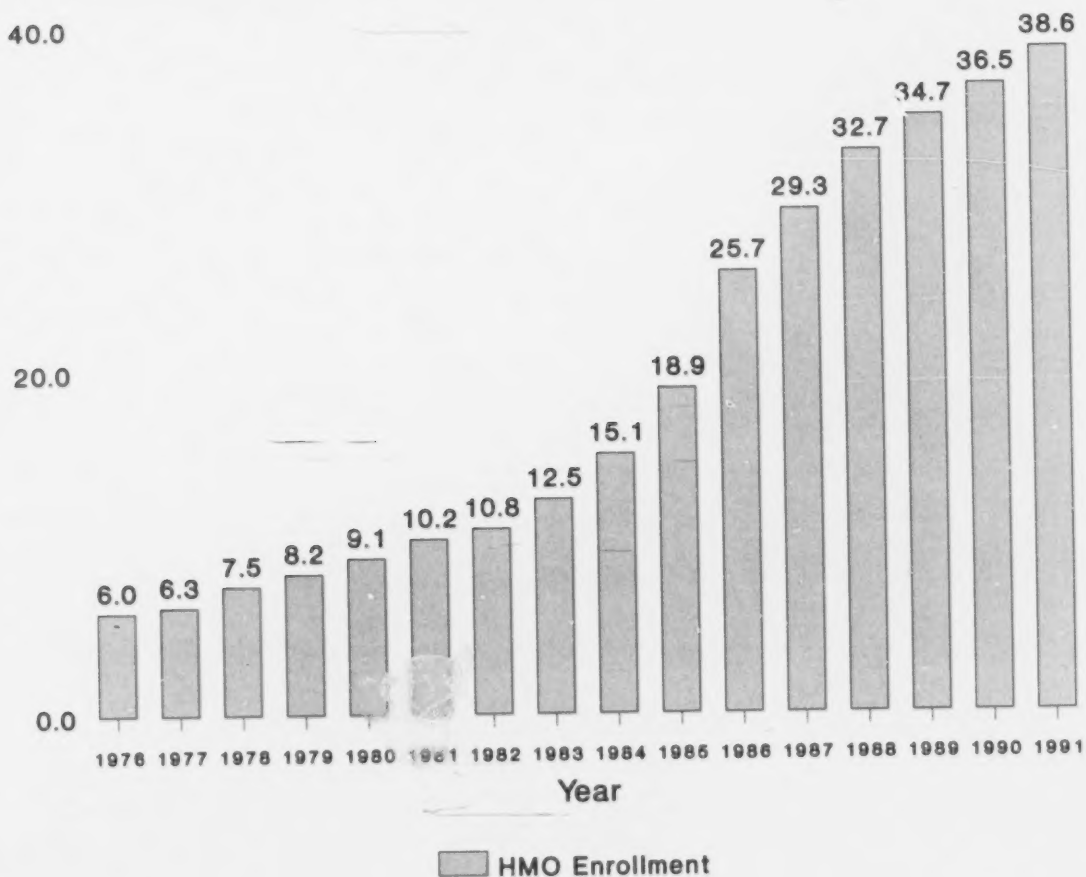
**Distribution of HMOs and HMO Enrollment as of December 31, 1991
by Selected Plan Characteristics**

	NUMBER OF PLANS		NUMBER OF ENROLLEES	
ALL PLANS	550	100.0%	38,615,611	100.0%
MODEL TYPE				
Staff	58	10.5	4,555,960	11.8
Group	67	12.2	10,453,343	27.1
Network	86	15.6	5,926,286	15.3
IPA	339	61.6	17,680,022	45.8
REGION				
New England	36	6.5	2,888,209	7.5
Middle Atlantic	70	12.7	5,718,169	14.8
South Atlantic	87	15.8	4,516,060	11.7
Midwest	166	30.2	8,460,199	21.9
South Central	66	12.0	2,715,953	7.0
Mountain	49	8.9	2,325,249	6.0
Pacific	76	13.8	11,991,772	31.1
PLAN SIZE				
0-19,999	196	35.6	2,022,785	5.2
20,000-49,999	176	32.0	5,725,205	14.8
50,000-99,999	78	14.2	5,608,007	14.5
100,000 or more	100	18.2	25,259,614	65.4
PLAN AGE				
1	6	1.1	731	0.0
2-3	26	4.7	645,175	1.7
4-7	262	47.6	9,082,854	23.5
8-15	176	32.0	14,111,488	36.5
16+	80	14.5	14,775,363	38.3
TAX STATUS				
Non-profit	179	32.5	19,251,633	49.9
For Profit	371	67.5	19,363,978	50.1
QUALIFICATION STATUS				
Federally Qualified	279	50.7	27,522,171	71.3
Non-qualified	271	49.3	11,093,440	28.7
OWNERSHIP				
Blue Cross/Blue Shield	74	13.5	4,739,523	12.3
Commercial Insurer	159	28.9	5,964,407	15.4
Other	317	57.6	27,911,681	72.3

Source: GHAA's National Directory of HMOs database

HMO ENROLLMENT IN MILLIONS, 1976-1991¹

- HMO enrollment nationwide doubled in the last six years. 2.2 million enrollees were added in 1991.



¹ The data for 1976-1987 are from *Health Affairs* (Summer, 1988).

Source: GHAA's National Directory of HMOs database.

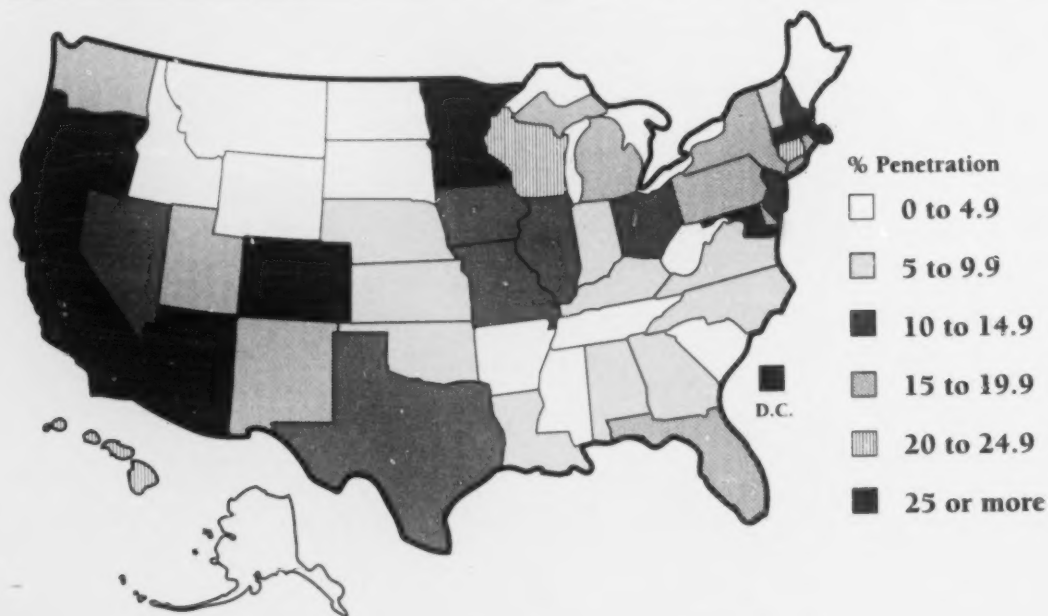


1991 HMO ENROLLMENT

GEOGRAPHICAL DISTRIBUTION BY STATE

- For the insured population, the highest market penetration was in the state of California, where HMOs accounted for 41% of the market as of year-end 1991. Three other states, Massachusetts, Minnesota, and Oregon, had penetration rates of above 30%. The District of Columbia also had a high penetration rate, but enrollment from nearby states overstates this measure.

Percentage of the Insured Population Enrolled in HMOs
December 31, 1991



Source: GHAA's National Directory of HMOs database

**Distribution of HMOs, HMO Enrollment and Market Penetration^{1,2}
by State, December 31, 1991**

	HMOs	ENROLLEES	%PENETRATION			HMOs	ENROLLEES	%PENETRATION	
			TOTAL ³	INSURED ⁴				TOTAL ³	INSURED ⁴
ALL AREAS	550	38,615,611	15.3%	17.8%	Mississippi	0	0	0.0%	0.0%
Alabama	9	270,938	6.6	8.0	Missouri	16	582,036	11.3	12.9
Alaska	0	0	0.0	0.0	Montana	1	9,664	1.2	1.4
Arizona	16	933,847	24.9	29.5	Nebraska	5	91,766	5.8	6.3
Arkansas	3	48,705	2.1	2.5	Nevada	3	125,631	9.8	11.7
California	50	10,148,982	33.4	41.3	New Hampshire	3	114,216	10.3	11.5
Colorado	14	740,793	21.9	25.7	New Jersey	12	934,028	12.0	13.4
Connecticut	12	680,610	20.7	22.2	New Mexico	5	227,881	14.7	18.9
Delaware	4	115,132	16.9	19.7	New York	36	3,016,126	16.7	19.0
D.C.	5	499,897	83.6	100.0	North Carolina	10	321,652	4.8	5.5
Florida	33	1,651,363	12.4	15.2	North Dakota	2	6,057	1.0	1.0
Georgia	8	410,409	6.2	7.3	Ohio	34	1,445,891	13.2	14.7
Guam	2	68,600	na	na	Oklahoma	6	215,577	6.8	8.3
Hawaii	6	259,790	22.9	24.7	Oregon	9	770,854	26.4	30.1
Idaho	2	21,400	2.1	2.4	Pennsylvania	20	1,732,196	14.5	16.1
Illinois	24	1,531,771	13.3	14.9	Rhode Island	2	152,885	15.2	17.1
Indiana	12	362,231	6.5	7.2	South Carolina	4	88,566	2.5	3.0
Iowa	5	299,710	10.7	11.7	South Dakota	1	21,868	3.1	3.5
Kansas	10	204,083	8.2	9.2	Tennessee	9	206,692	4.2	4.8
Kentucky	6	225,383	6.1	7.0	Texas	25	1,455,712	8.4	10.6
Louisiana	9	293,012	6.9	8.6	Utah	8	266,033	15.0	16.5
Maine	3	35,273	2.9	3.2	Vermont	1	49,691	8.8	9.7
Maryland	14	1,082,819	22.3	25.5	Virginia	12	382,041	6.1	7.2
Massachusetts	15	1,855,534	30.9	34.0	Washington	9	743,546	14.8	16.7
Michigan	18	1,541,500	16.5	18.2	West Virginia	0	0	0.0	0.0
Minnesota	10	1,255,913	28.3	31.1	Wisconsin	28	1,117,307	22.5	24.2
					Wyoming	0	0	0.0	0.0

1. Penetration rates are based on July 1, 1991 state population projections by the U.S. Bureau of the Census (Current Population Report, Series P-25, No. 1045).

2. Based on state in which plan headquarters are located. This misstates penetration in some areas where a plan serves multiple states (e.g. District of Columbia).

3. This penetration rate is based on total population, both the insured and uninsured population.

4. This penetration rate is based on the insured population only. Data on the insured populations in each state are from an analysis of 1990 Census Bureau data by the Public Citizen Research Group, the Center for National Health Program Studies at Harvard and Physicians for a National Health Program.

5. District of Columbia.

Source: GHAA's National Directory of HMOs database.

MARKET PENETRATION IN THE 30 LARGEST METROPOLITAN AREAS¹

- Twenty-two percent of the population residing in the 30 largest metropolitan areas (MSAs) in 1989 were enrolled in an HMO.
- Seventy percent of all HMO members were members of HMOs operating in these 30 MSAs; 46% of the U.S. population resides in these areas.
- The Sacramento-San Francisco Bay area market had the highest HMO penetration in 1989 (46%). Minneapolis-St. Paul has nearly the same penetration rate (44%).
- Statewide analysis of HMO penetration rates frequently misstates the penetration rate by MSAs; in some areas, the MSA penetration rate is 1.5 times the statewide rate.

Ten Largest Metropolitan Areas Ranked by Population Size and their HMO Penetration Rate, 1989

1. New York, Northern NJ, Long Island, NY/NJ	11%
2. Los Angeles, Anaheim, Riverside, San Diego, CA	32%
3. Chicago, Gary, Lake County, IL	16%
4. San Francisco, Oakland, San Jose, Sacramento, CA	46%
5. Philadelphia, Wilmington, Trenton, PA/DE/NJ	21%
6. Detroit, Ann Arbor, MI	19%
7. Boston, Lawrence, Salem, MA	28%
8. Dallas, Fort Worth, TX	11%
9. Washington, DC/MD/VA, Baltimore, MD	22%
10. Houston, Galveston, Brazoria, TX	12%

1. Unlike the rest of the analysis, this is based on 1989 enrollment data the last year for which the metropolitan area data is available.

Source: GHAA's Research Brief Number 13. An updated version covering 1991 enrollment data will be available in late 1992.

HMO Market Penetration in the Largest Metropolitan Areas, 1989 (in the rank order)

METROPOLITAN STATISTICAL AREA OR COMPLEX AND STATE ¹	HMO ENROLLMENT ²	AREA POPULATION	HMO PENETRATION RATE	NUMBER OF HMOs SERVING ³
1. San Francisco, Oakland, San Jose, Sacramento, CA	3,396,986	7,427,000	46%	24
2. Minneapolis, St. Paul, MN/WI	1,049,258	2,387,500	44%	8
3. Milwaukee, Racine, WI	553,261	1,571,700	35%	8
4. Portland, Vancouver, OR/WA	474,388	1,414,200	34%	6
5. Los Angeles, Anaheim, Riverside, San Diego, CA	5,107,719	16,140,100	32%	28
6. Boston, Lawrence, Salem, MA/NH	1,136,271	4,109,900	28%	15
7. Denver, Boulder, Colo. Springs, Ft. Collins, Greeley, CO	668,809	2,570,100	26%	13
8. Phoenix, AZ	518,639	2,029,500	26%	11
9. Seattle, Tacoma, WA	581,706	2,420,800	24%	9
10. Washington, DC/MD/VA, Baltimore, MD	1,355,737	6,076,700	22%	21
11. Kansas City, MO/KS	344,585	1,575,400	22%	11
12. Miami, Fort Lauderdale, FL	628,588	3,000,500	21%	17
13. Philadelphia, Wilmington, Trenton, PA/NJ/DE/MD	1,224,930	5,963,300	21%	24
14. Detroit, Ann Arbor, MI	882,247	4,620,200	19%	9
15. Columbus, OH	243,083	1,344,300	18%	8
16. St. Louis, MO/IL	420,349	2,466,700	17%	12
17. Chicago, Gary, Lake County, IL/IN/WI	1,341,497	8,180,900	16%	25
18. Cleveland, Akron, Lorain, OH	452,455	2,769,000	16%	10
19. Cincinnati, Hamilton, OH/KY/IN	268,573	1,728,500	16%	8
20. Tampa, St. Petersburg, Clearwater, FL	244,640	1,995,100	12%	7
21. Houston, Galveston, Brazoria, TX	429,611	3,641,500	12%	8
22. Atlanta, GA	305,826	2,736,600	11%	7
23. Dallas, Fort Worth, TX	416,447	3,766,100	11%	10
24. New York, Northern NJ, Long Island, NY/NJ/CT	1,934,541	18,120,200	11%	24
25. San Antonio, TX	136,844	1,323,200	10%	4
26. Norfolk, Virginia Beach, Newport News, VA	138,313	1,380,200	10%	5
27. Pittsburgh, Beaver Valley, PA	226,322	2,284,100	10%	7
Total in 27 Largest MSAs:	24,481,675	113,043,300		
Total in USA:	34,748,354	245,803,000		
Percent of USA total in these MSAs:	70%	46%		

1. Includes 30 MSAs, representing 27 areas in the statistical analysis because of consolidation among several proximate MSAs.

2. HMO enrollment is for December 31, 1989; area population is for July 1, 1988.

3. Some HMOs serve more than one area, particularly in New Jersey and California.

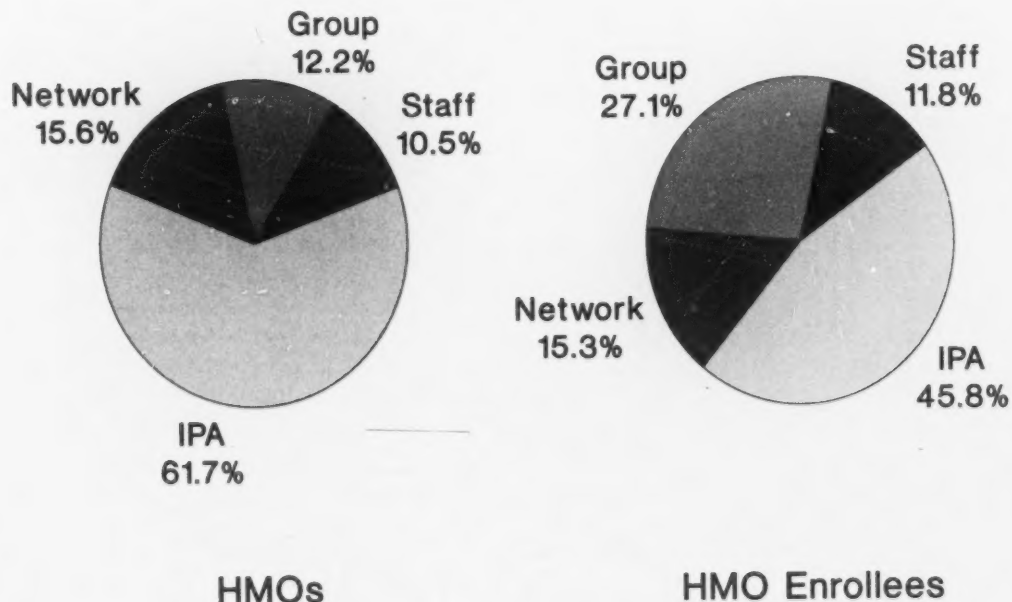
Source: Susan Palsbo, *HMO Market Penetration in the 30 Largest Metropolitan Statistical Areas, 1989* (GHAA Research Brief Number 13 (revised, December 1990)).

An updated version covering 1991 enrollment data will be available in late 1992.

SELECTED HMO CHARACTERISTICS

- The average HMO had been in operation for 10 years as of December 31, 1991.
- Average HMO enrollment was over 70,000 members.
- Almost 20% of HMOs had enrollment of 100,000 or more members.
- IPA model plans were most common and accounted for nearly one-half of the market.
- Twenty-six percent of HMOs had either a Medicare contract or Medicare prepaid product, 23% of HMOs had a Medicaid contract, and 56% of HMOs had a Federal Employees Health Benefit Program contract.
- Over 40% of HMOs had an open-ended product and a similar proportion had a preferred provider product. Forty-three percent of HMOs had a line of business for administrative services only and 34% for traditional indemnity insurance.

**Distribution of HMOs and HMO Enrollees
by Predominant Model Type, 1991**



Source: GHAA's National Directory of HMOs database.

Characteristics of HMOs by Model Type, 1991

	ALL PLANS	PREDOMINATE MODEL			IPA
		STAFF	GROUP	NETWORK	
Number of Plans	550	58	67	86	339
Number of Enrollees (in millions)	38.6	4.6	10.5	5.9	17.7
Mean HMO Enrollment	70,210	78,551	156,020	68,910	52,153
Median HMO Enrollment	30,117	38,667	40,928	31,381	28,145
Under 20,000 Members	35.6%	29.3%	28.4%	39.5%	37.2%
With 100,000 or More	18.2%	17.2%	29.9%	19.8%	15.6%
Mean HMO Age (Years)	10	17	13	10	8
Median HMO Age (Years)	7	16	10	8	7
3 Years or Less	5.8%	3.4%	4.5%	9.3%	5.6%
16 Years +	14.5%	51.7%	22.4%	18.6%	5.6%
Non-profit	33%	55%	42%	38%	25%
Federally Qualified	51%	62%	66%	45%	47%
Mean Number Affiliated Hospitals	24	12	10	34	27
Mean Number Medical Centers	18	11	14	69	7 ¹
Mean Number Physicians	1396	503	477	1988	1582

1. Not applicable generally as most physicians practice in solo or small group settings.

Source: GHAA's National Directory of HMOs database.

Involvement of HMOs in Various Products, 1991

FEDERAL PROGRAMS	NUMBER HMOs INVOLVED	% OF HMOs	% OF ALL HMO ENROLLEES IN THESE PLANS
Any Medicare Contract ¹	143	26%	55%
Risk Contract	86	16%	36%
Cost Contract	39	7%	18%
HCPP	30	6%	17%
Prepaid Medicare Product without HCFA Contract ²	86	16%	13%
Medicaid Contract	126	23%	42%
Federal Employees Health Benefits Program Contract	309	56%	82%
DIVERSIFIED PRODUCTS			
Open Ended HMO Product	233	42%	49%
Preferred Provider Product	215	39%	34%
Traditional Indemnity Product	185	34%	27%
Administrative Services Only	235	43%	35%

1. Some plans may have more than one type of contract.

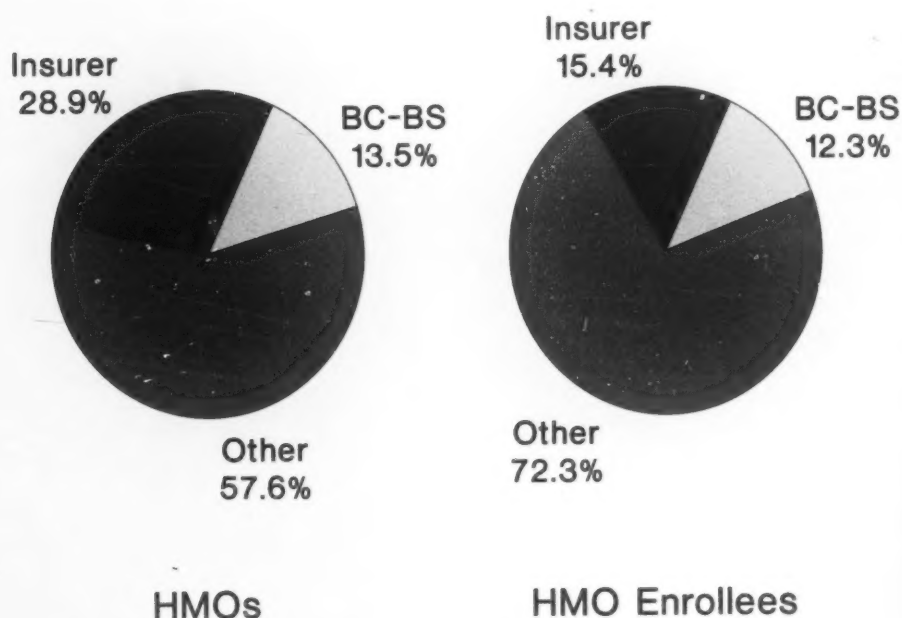
2. Sixty percent of plans have no Medicare contract or prepaid Medicare product.

Source: GHAA's National Directory of HMOs database.

OWNERSHIP OF HMOs

- Commercial insurers and Blue Cross-Blue Shield owned a combined 42% of HMOs as of year-end 1991. They accounted for just over one-quarter of the enrollment.
- Commercial insurer owned HMOs were much more likely to offer diversified products.

Involvement of Commercial Insurers in the HMO Industry, 1991 Principal Business of Owner/Manager



Source: GHAA's National Directory of HMOs database

Diversification by Ownership, 1991

	HMO OWNER/MANAGER		
	COMMERCIAL INSURER	BLUE CROSS-BLUE SHIELD	OTHER
% with Open Ended Option	79%	28%	27%
% with PPO	70%	16%	29%
% with Traditional Indemnity	78%	14%	16%
% with Administrative Services Only	76%	22%	31%

Source: GHAA's National Directory of HMOs database

THE LARGEST INDIVIDUAL HMOs, 1991

**The 50 Largest HMOs, 1991
(in rank order)**

HMO NAME	STATE	MODEL	AGE	ENROLLMENT	TAX STATUS
1. Kaiser Foundation Health Plan, Inc. Northern California Region	CA	Group	47	2,439,375	Non-profit
2. Kaiser Foundation Health Plan, Inc. Southern California Region	CA	Group	47	2,307,209	Non-profit
3. Health Insurance Plan of Greater New York	NY	Group	45	890,259	Non-profit
4. Health Net	CA	Network	13	851,442	For Profit
5. HMO PA—U.S. Healthcare	PA	IPA	16	577,546	For Profit
6. PacificCare, Inc.	CA	Network	13	530,000	For Profit
7. Medica	MN	IPA	17	525,000	Non-profit
8. Harvard Community Health Plan	MA	Staff	23	509,000	Non-profit
9. Group Health Cooperative of Puget Sound	WA	Staff	45	471,995	Non-profit
10. U.S. Healthcare, Inc.	NJ	IPA	10	400,766	For Profit
11. Health Alliance Plan of Michigan	MI	Group	13	395,765	Non-profit
12. Bay State Health Care	MA	IPA	13	383,118	Non-profit
13. Kaiser Foundation Health Plan of the Northwest	OR	Group	47	372,181	Non-profit
14. CaliforniaCare	CA	Network	6	358,991	Non-profit
15. Blue Choice	NY	IPA	7	347,559	Non-profit
16. FHP, Inc.	CA	Staff	32	344,753	For Profit
17. HMO Illinois	IL	IPA	15	320,285	Non-profit
18. Group Health, Inc.	MN	Staff	35	312,395	Non-profit
19. CIGNA Medical Group Healthplan	CA	Staff	63	310,538	For-Profit
20. Keystone Health Plan East, Inc.	PA	IPA	5	306,000	For-Profit
21. M.D. Individual Practice Assoc., Inc.	MD	IPA	11	303,906	For-Profit
22. Foundation Health, A California Health Plan	CA	IPA	15	301,874	For-Profit
23. Kaiser Foundation Health Plan of Mid-Atlantic States, Inc.	DC	Group	20	283,897	Non-profit
24. Kaiser Foundation Health Plan of Colorado	CO	Group	23	264,192	Non-profit
25. MedCenters Health Plan, Inc.	MN	Network	20	260,420	Non-profit

The 50 Largest Individual HMOs, 1991 (continued)
(in rank order)

HMO NAME	STATE	MODEL	AGE	ENROLLMENT	TAX STATUS
26. Humana Medical Plan Inc. (South Florida)	FL	IPA	19	252,166	For-Profit
27. HMO Blue	MA	IPA	14	240,000	Non-profit
28. Humana-Michael Reese HMO	IL	Staff	20	238,675	For-Profit
29. TakeCare Corporation	CA	Network	14	237,038	For-Profit
30. Sanus/New York Life Health Plan	TX	IPA	13	211,320	For-Profit
31. Kaiser Foundation Health Plan of Ohio	OH	Group	28	206,259	Non-profit
32. Chicago HMO Ltd	IL	Network	16	199,244	For-Profit
33. Heritage National Healthplan	IA	IPA	7	197,959	For-Profit
34. Pilgrim Health Care, Inc.	MA	IPA	11	197,194	Non-profit
35. Kaiser Foundation Health Plan, Inc. Hawaii Region	HI	Group	34	186,289	Non-profit
36. U.S. Healthcare	NY	IPA	6	185,796	For-Profit
37. HEALTH OPTIONS, INC.	FL	IPA	8	180,193	For-Profit
38. AV-MED Health Plan	FL	IPA	19	176,455	Non-profit
39. HealthPlus, Inc.	MD	IPA	13	170,000	For-Profit
40. ChoiceCare	OH	IPA	14	166,026	Non-profit
41. Western Ohio Health Care Plan	OH	IPA	13	166,000	For-Profit
42. Independent Health	NY	IPA	12	165,334	Non-profit
43. Kaiser Foundation Health Plan of Georgia, Inc.	GA	Group	7	158,495	Non-profit
44. Physicians Health Plan of Ohio, Inc.	OH	IPA	12	156,843	For-Profit
45. Compcare Health Services Insurance Corporation	WI	Network	21	156,082	For-Profit
46. Compcare Healthcare Services, Inc.	CO	IPA	18	155,000	For-Profit
47. HIP/Rutgers Health Plan	NJ	Group	12	154,736	Non-profit
48. RUSH Health Plans	IL	Staff	21	153,400	Non-profit
49. CareAmerica Health Plans, Inc.	CA	IPA	7	153,117	For-Profit
50. Group Health Association, Inc.	DC	Staff	55	153,000	Non-profit

Source: GHAA's National Directory of HMOs database

The 10 Largest HMOs of Each Model Type, 1991
(in rank order)

HMO NAME	STATE	AGE	ENROLLMENT	TAX STATUS
STAFF MODEL PLANS				
1. Harvard Community Health Plan	MA	23	509,000	Non-profit
2. Group Health Cooperative of Puget Sound	WA	45	471,995	Non-profit
3. FHP, Inc.	CA	32	344,753	For-Profit
4. Group Health, Inc.	MN	35	312,395	Non-profit
5. CIGNA Medical Group Healthplan	CA	63	310,538	For-Profit
6. Humana-Michael Reese HMO	IL	20	238,675	For-Profit
7. RUSH Health Plans	IL	21	153,400	Non-profit
8. Group Health Association, Inc.	DC	55	153,000	Non-profit
9. CIGNA Healthplan of Arizona, Inc.—Phoenix	AZ	20	128,417	For-Profit
10. FHP, Inc. (Utah Region)	UT	16	122,675	For-Profit
GROUP MODEL PLANS				
1. Kaiser Foundation Health Plan, Inc. North California Region	CA	47	2,439,375	Non-profit
2. Kaiser Foundation Health Plan, Inc. Southern California Region	CA	47	2,307,209	Non-profit
3. Health Insurance Plan of Greater New York	NY	45	890,259	Non-profit
4. Health Alliance Plan of Michigan	MI	13	395,765	Non-profit
5. Kaiser Foundation Health Plan of the Northwest	OR	47	372,181	Non-profit
6. Kaiser Foundation Health Plan of Mid-Atlantic States, Inc.	DC	20	283,897	Non-profit
7. Kaiser Foundation Health Plan of Colorado	CO	23	264,192	Non-profit
8. Kaiser Foundation Health Plan of Ohio	OH	28	206,259	Non-profit
9. Kaiser Foundation Health Plan, Inc. Hawaii Region	HI	34	186,289	Non-profit
10. Kaiser Foundation Health Plan of Georgia, Inc.	GA	7	158,495	Non-profit
NETWORK MODEL PLANS				
1. Health Net	CA	13	851,442	For-Profit
2. PacifiCare, Inc.	CA	13	530,000	For-Profit
3. CaliforniaCare	CA	6	358,991	Non-profit
4. MedCenters Health Plan, Inc.	MN	20	260,420	Non-profit
5. TakeCare Corporation	CA	14	237,038	For-Profit
6. Chicago HMO Ltd.	IL	16	199,244	For-Profit
7. CompCare Health Services Insurance Corporation	WI	21	156,082	For-Profit
8. PruCare of California	CA	2	146,482	For-Profit
9. Humana Medical Plan Inc. (Tampa)	FL	7	146,326	For-Profit
10. Health Maintenance Plan	OH	18	127,355	Non-profit
IPA MODEL PLANS				
1. HMO PA—U.S. Healthcare	PA	16	577,546	For-Profit
2. Medica	MN	17	525,000	Non-profit
3. U.S. Healthcare, Inc.	NJ	10	400,766	For-Profit
4. Bay State Health Care	MA	13	383,118	Non-profit
5. Blue Choice	NY	7	347,559	Non-profit
6. HMO Illinois	IL	15	320,285	Non-profit
7. Keystone Health Plan East, Inc.	PA	5	306,000	For-Profit
8. M.D. Individual Practice Association, Inc.	MD	11	303,906	For-Profit
9. Foundation Health, A California Health Plan	CA	15	301,874	For-Profit
10. Humana Medical Plan Inc. (South Florida)	FL	19	252,166	For-Profit

Source: GHAA's National Directory of HMOs database

HMO OWNERSHIP BY CORPORATIONS OWNING OR MANAGING MULTIPLE HMOs, 1991

The Largest Multi-HMO Companies, 1991

ORGANIZATION (RANKED BY TOTAL ENROLLMENT)	NUMBER OF HMOs			TOTAL ENROLLMENT
	OWNED	MANAGED	TOTAL	
1 Kaiser Foundation Health Plans, Inc.	12	0	12	6,806,103
2 CIGNA Employee Benefits Company	40	0	40	1,880,121
3 United HealthCare Corporation	9	6	15	1,510,717
4 U.S. Healthcare, Inc.	8	0	8	1,252,359
5 AETNA Health Plans	23	2	25	1,239,739
6 Humana, Inc.	14	0	14	1,101,120
7 Health Insurance Plan of Greater New York	3	0	3	1,062,273
8 Prudential Health Care Plans, Inc.	27	0	27	1,021,153
9 PacifiCare Health Systems	6	0	6	885,250
10 Sanus Corporation Health Systems	4	1	5	658,762
11 FHP, Inc.	6	0	6	649,665
12 Lincoln National Admin. Services Corp.	14	0	14	449,201
13 Maxicare Health Plans	8	0	8	296,558
14 Independent Health Association, Inc.	2	1	3	281,201
15 Coventry Corporation	3	0	3	278,473
16 Metropolitan Life Insurance Company	15	0	15	250,116
17 Qual-Med, Inc.	6	0	6	247,683
18 Community Health Plan (CHP), Inc.	5	0	5	210,795
19 Physician Corporation of America	3	0	3	198,778
20 Principal Health Care, Inc.	8	0	8	171,473
21 Healthsource, Inc.	5	1	6	147,267
22 The Travelers Health Network, Inc.	9	0	9	127,808
23 Anthem Health Systems	5	0	5	79,540

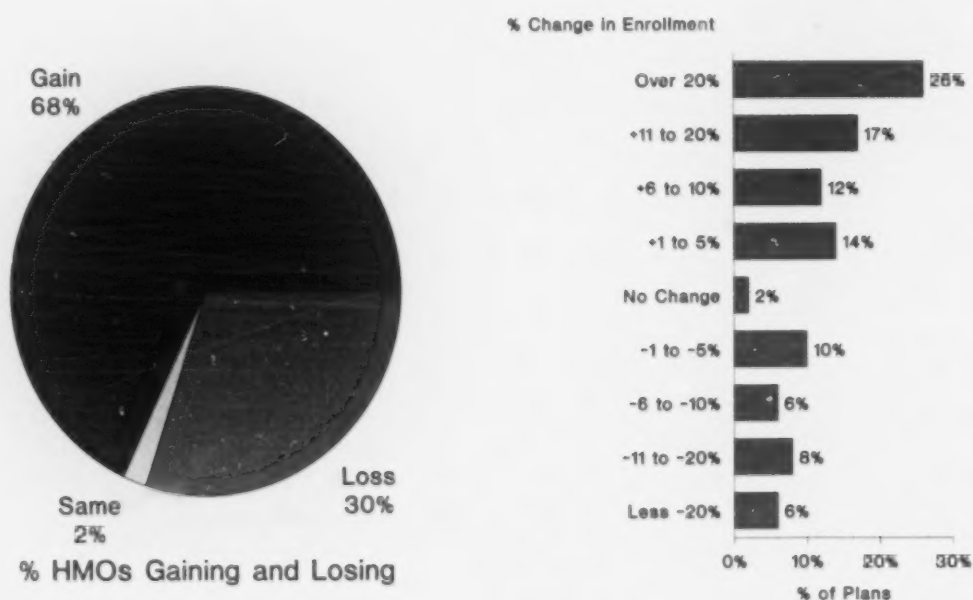
1. At the time of publication these plans were being sold to another corporation.

Source: GHAA's National Directory of HMOs database

CHANGES IN ENROLLMENT, 1991

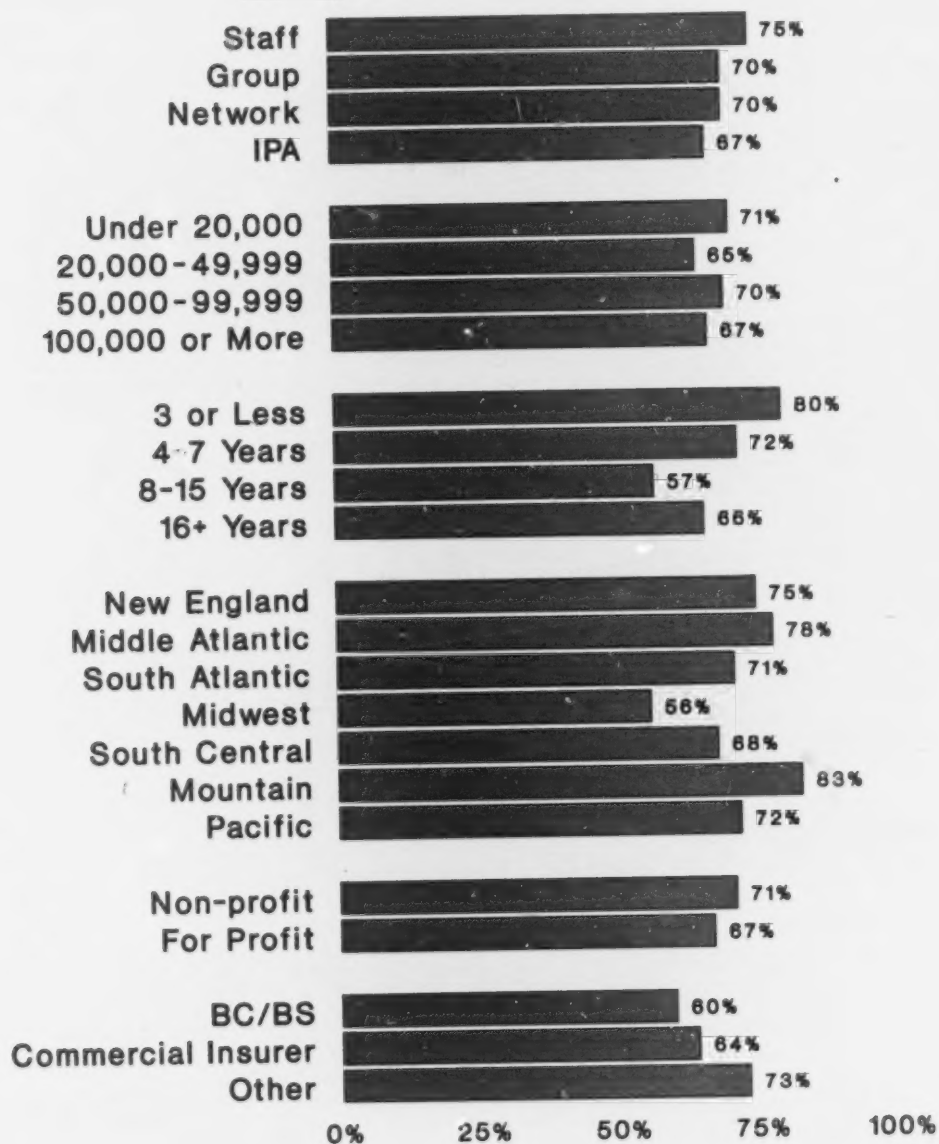
- Sixty-eight percent of HMOs gained enrollment and 30% lost enrollment in 1991.
- Twenty-six percent of HMOs had enrollment growth of 20% or more. Only 6% of HMOs lost more than 20% of their enrollment.

Gains and Losses in HMO Enrollment in 1991



Source: GHAA's National Directory of HMOs database.

**Percent of HMOs Gaining Enrollment
by Plan Characteristics,¹ 1991**

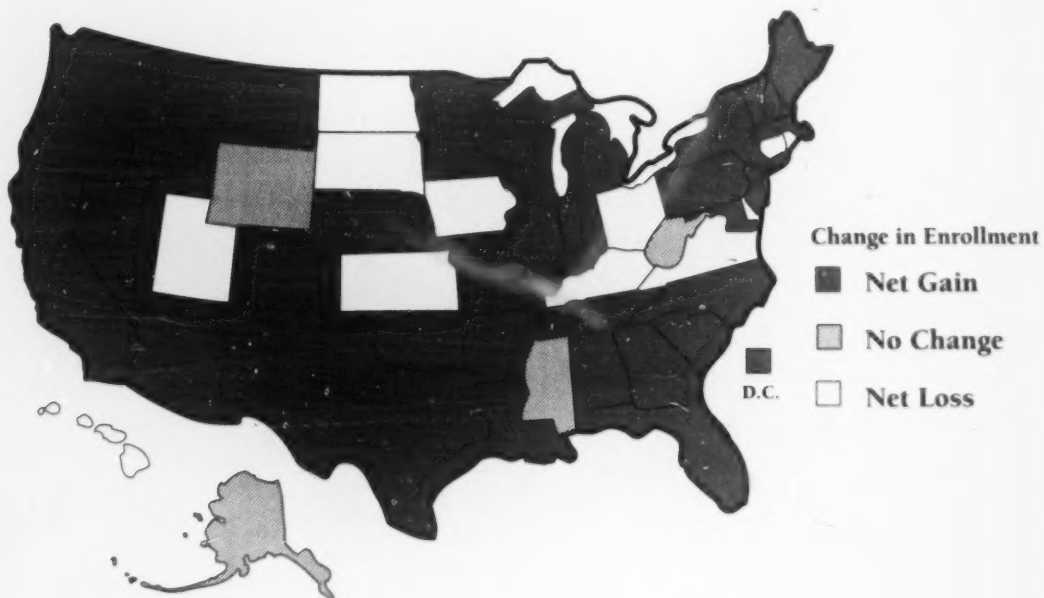


¹ Plan age and size categories were calculated relative to year-end 1990

Source: GHAA's National Directory of HMOs database

- Including the District of Columbia and Guam, 69% of the states gained HMO enrollment, 8% remained even, and 23% lost.

**States Which Gained and Lost
HMO Enrollment in 1991**

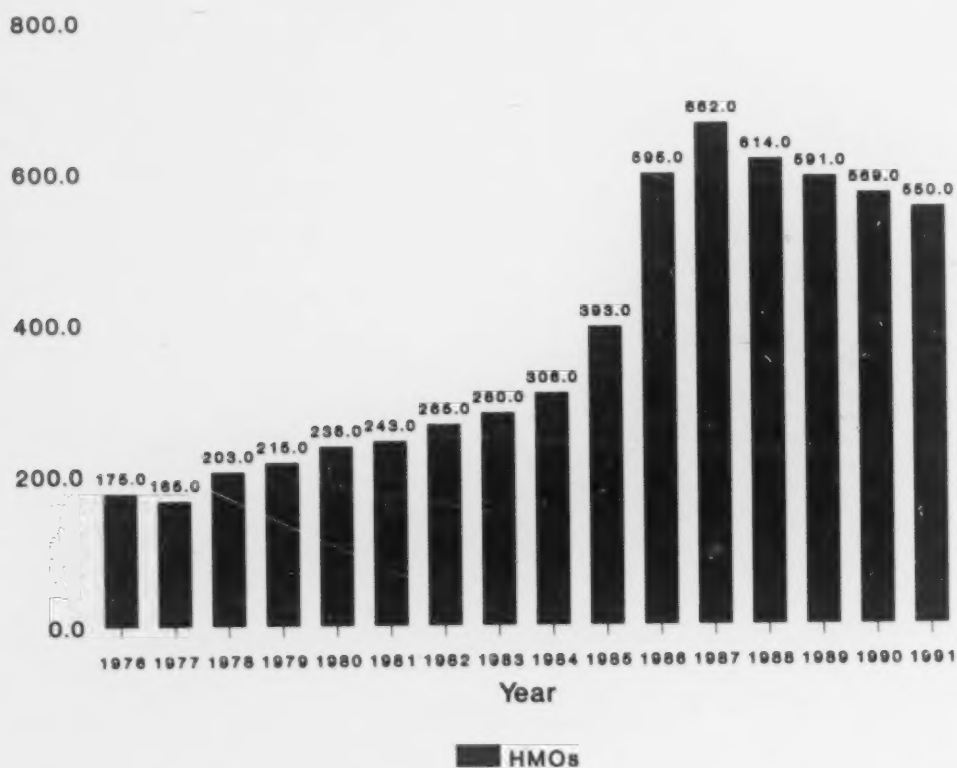


Source: GHAA's National Directory of HMOs database

TRENDS IN HMO ENROLLMENT

- The number of HMOs declined from a high of 662 in 1987 to 550 in 1991. Most of this decline has occurred through consolidation, i.e., mergers and acquisitions.

NUMBER OF HMOs, 1976-1991¹



¹ The data for 1976-1987 came from *Health Affairs* (Summer, 1988).

Source: GHAA's National Directory of HMOs database

TRENDS IN HMO ENROLLMENT BY REGION, 1988-1991

- HMO enrollment grew by 0.5 million in both the Middle Atlantic and Pacific regions in 1991. In the two previous years gains in the Pacific region were 1 million or more. The rate of growth in the Middle Atlantic region continued to increase, while that in the Pacific region slowed. In the South Atlantic region HMO enrollment grew by 0.4 million in 1991. The rate of growth in this region has steadily increased since 1988.
- Since 1988, HMO market penetration increased in every region except Midwest. HMOs in the Pacific region enrolled 30% of total population, and an even higher percentage of the insured population.

**Change in HMO Enrollment and HMO Penetration Rate
by Region, 1988-1991**

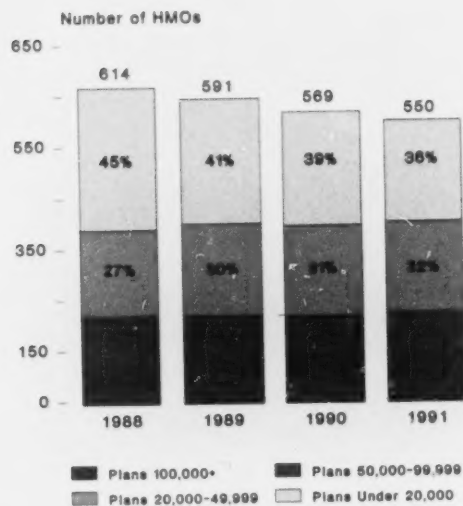
REGION	NET CHANGE (IN MILLIONS)			% CHANGE IN ENROLLMENT			REGIONAL PENETRATION ¹			
	1989	1990	1991	1989	1990	1991	1988	1989	1990	1991
New England	0.11	0.18	0.16	5%	7%	6%	18.8%	19.6%	20.9%	21.9%
Middle Atlantic	0.26	0.42	0.53	6	9	10	12.0	12.7	13.8	15.1
South Atlantic	0.28	0.27	0.44	8	7	11	8.3	8.8	9.3	10.2
Midwest	0.07	-0.07	0.10	1	-1	1	14.0	14.1	14.0	14.0
South Central	0.13	-0.03	0.19	5	-1	7	5.8	5.9	5.8	6.4
Mountain	0.22	-0.06	0.23	11	-3	11	14.6	15.7	14.9	16.6
Pacific	1.02	1.00	0.52	11	10	5	25.1	27.6	29.8	29.8

1. The penetration rates were based on total population in each region. The Pacific region excludes Guam.
Source: GHAA's National Directory of HMOs database

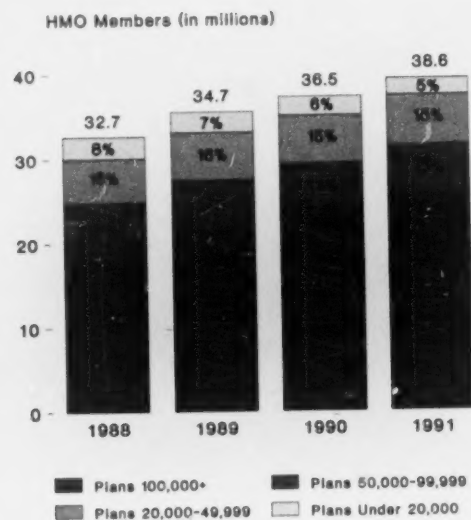
TRENDS IN HMO ENROLLMENT BY PLAN SIZE, 1988-1991

- The largest plans continued to increase market share. At year-end 1991, plans with 100,000 or more members, or 18% of all plans, enrolled 65% of total enrollment. Smaller plans diminished in number and enrolled a smaller proportion of total enrollment.

Number of HMOs by Plan Size, 1988-1991



Distribution of HMO Enrollment by Plan Size, 1988-1991

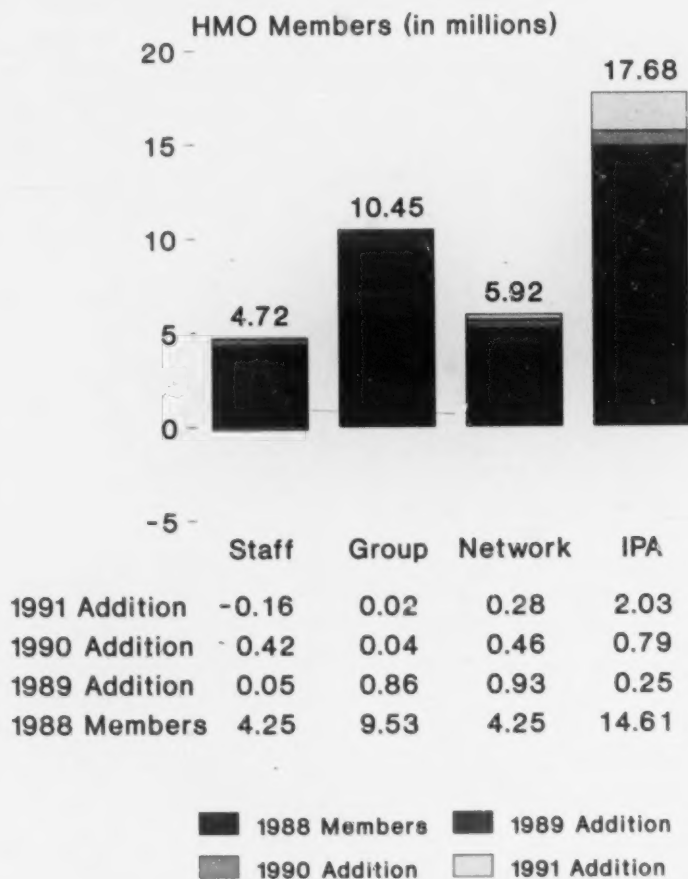


Source: GHAA's National Directory of HMOs database.

TRENDS IN HMO ENROLLMENT BY MODEL TYPE, 1988-1991

- IPA model plans accounted for 2 million members of the 2.2 overall HMO growth in 1991. Network model plans also posted a strong gain, while enrollment in group models was stable, and enrollment in staff models declined.

**Net Change in Total HMO Enrollment
by Model Type, 1988-1991**

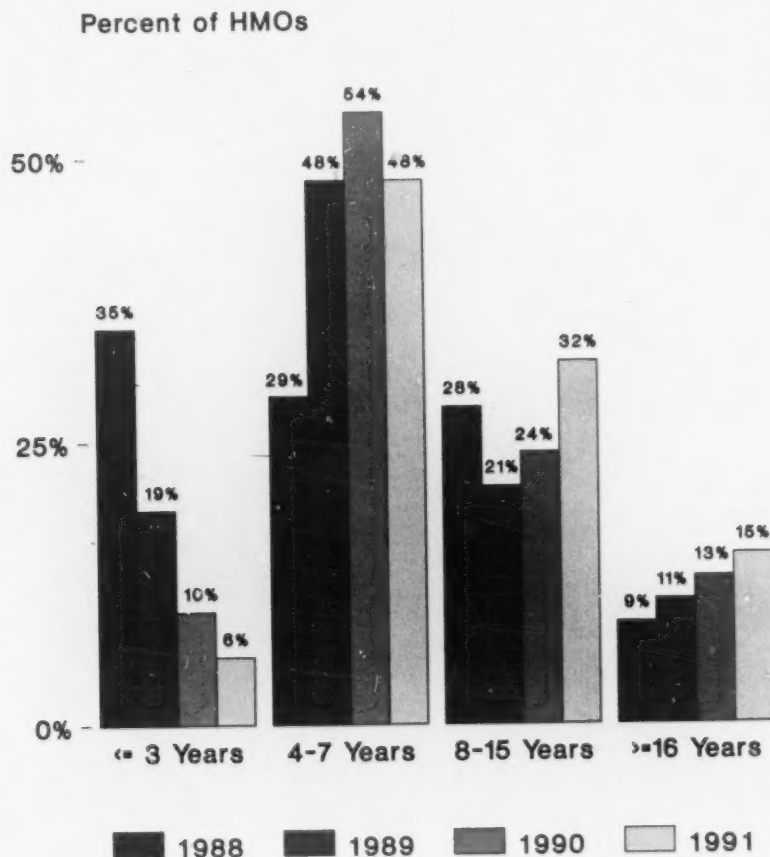


Source: GHAA's National Directory of HMOs database

TRENDS IN PLAN AGE, 1988-1991

- The HMO industry has matured significantly since 1988. Fifteen percent of plans had 16 or more years of operational experience in 1991. Ninety-four percent of plans had at least 4 or more years of experience. The steady decline in the number of new HMOs and the ongoing consolidation since 1988 account for this maturation.

Change in Plan Age Profile of HMOs,
1988-1991

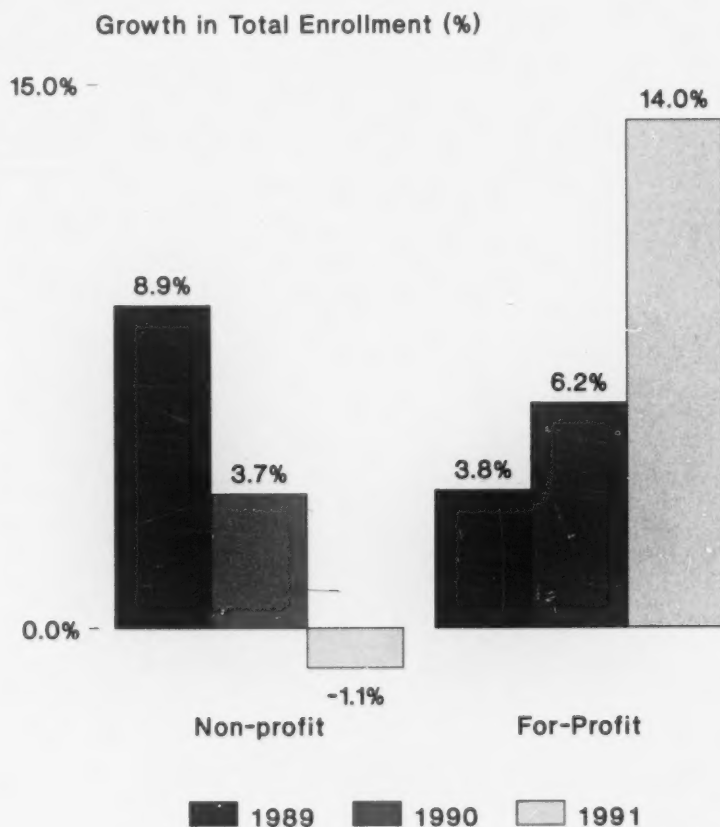


Source: GHAA's National Directory of HMOs database

TRENDS IN HMO ENROLLMENT BY TAX STATUS, 1988-1991

- Total enrollment grew 14% in the for-profit sector and declined 1% in the non-profit sector. Since 1988, total enrollment has expanded at an increasing rate in the for-profit sector. The non-profit sector has had the opposite experience.

Percent Growth in HMO Enrollment by
Tax Status of HMOs, 1988-1991

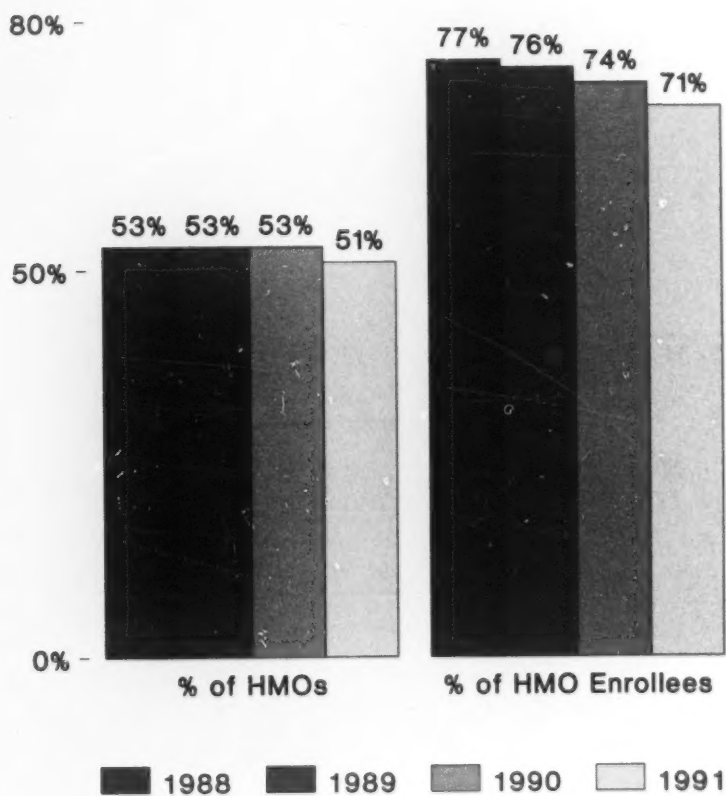


Source: GHAA's National Directory of HMOs database.

TRENDS IN FEDERAL QUALIFICATION, 1988-1991

- The proportion of federally qualified HMOs and the number of enrollees in these plans have declined slightly over the period 1988 to 1991.

Percentage of HMOs and HMO Enrollment
in Federally Qualified Plans, 1988-1991



Source: GHAA's National Directory of HMOs database

REFERENCE TABLES

**Change in the Distribution of HMOs and HMO Enrollment by State,
December 31, 1988–December 31, 1991¹**

STATE/AREA	NUMBER OF PLANS								NUMBER OF ENROLLEES				PERCENT CHANGE			
	NET CHANGE								1988	1989	1990	1991				
	1988	1989	1990	1991	88-89	89-90	90-91	88-91					88-89	89-90	90-91	88-91
ALL AREAS	614	591	569	550	-23	-22	-19	-64	32,651,930	34,748,354	36,453,596	38,615,611	6.4%	4.9%	5.9%	18.3%
Alabama	9	8	8	9	-1	0	1	0	181,967	208,981	250,939	270,938	14.8%	20.1%	8.0%	48.9%
Alaska	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Arizona	21	15	15	16	-6	0	1	-5	740,157	857,914	743,169	933,847	15.9%	-13.4%	25.7%	26.2%
Arkansas	4	4	4	3	0	0	-1	-1	47,500	55,669	46,658	48,705	17.2%	-16.2%	4.4%	2.5%
California	50	50	50	50	0	0	0	0	7,995,972	8,806,534	9,679,139	10,148,982	10.1%	9.9%	4.9%	26.9%
Colorado	21	15	14	14	-6	-1	0	-7	652,518	710,603	704,665	740,793	8.9%	-0.8%	5.1%	13.5%
Connecticut	15	14	13	12	-1	-1	-1	-3	660,331	689,099	726,523	680,610	4.4%	5.4%	-6.3%	3.1%
Delaware	4	4	6	4	0	2	-2	0	82,731	97,099	126,208	115,132	17.4%	30.0%	-8.8%	39.2%
District of Columbia	4	4	4	4	0	0	0	0	406,029	477,656	493,607	499,897	16.4%	4.4%	1.3%	23.1%
Florida	41	37	35	33	-4	-2	-2	-8	1,303,061	1,400,684	1,493,517	1,651,363	7.5%	6.6%	10.6%	26.7%
Georgia	9	8	8	8	-1	0	0	-1	293,926	314,790	340,628	410,409	7.1%	8.2%	20.5%	39.6%
Guam	2	2	2	2	0	0	0	0	99,000	59,000	65,000	68,600	0.0%	10.2%	5.5%	16.3%
Hawaii	5	6	6	6	1	0	0	1	230,739	251,301	261,408	259,790	8.9%	4.0%	-0.6%	12.6%
Idaho	1	2	1	2	1	-1	1	1	11,100	21,230	18,105	21,400	91.3%	-14.7%	18.2%	92.8%
Illinois	29	27	25	24	-2	-2	-1	-5	1,581,271	1,497,605	1,446,627	1,531,771	-5.3%	-3.4%	5.9%	-3.1%
Indiana	14	14	12	12	0	-2	0	-2	511,846	392,781	356,112	362,231	-23.3%	-9.3%	1.7%	-29.2%
Iowa	7	6	7	5	-1	1	-2	-2	323,799	261,029	300,377	299,710	-19.4%	15.1%	-0.2%	-7.4%
Kansas	9	11	9	10	2	-2	1	1	212,635	279,172	204,426	204,083	31.3%	-26.8%	-0.2%	-4.0%
Kentucky	7	6	7	6	-1	1	-1	-1	198,812	347,157	229,265	225,383	75.0%	-34.0%	-1.7%	13.6%
Louisiana	9	10	10	9	1	0	-1	0	231,347	255,054	247,802	293,012	-10.2%	-2.8%	18.2%	26.7%
Maine	3	3	3	3	0	0	0	0	20,163	30,095	30,825	35,273	49.3%	2.4%	14.4%	74.9%
Maryland	14	16	15	14	2	-1	-1	0	659,013	799,280	904,425	1,082,819	21.3%	13.2%	19.7%	64.3%
Massachusetts	19	20	20	15	1	0	-5	-4	1,405,474	1,477,301	1,606,979	1,855,534	5.1%	8.8%	15.5%	32.0%
Michigan	20	20	17	18	0	-3	1	-2	1,492,366	1,502,578	1,496,825	1,541,500	0.7%	-0.4%	3.0%	3.3%
Minnesota	10	11	11	10	1	0	-1	0	1,145,227	1,218,034	1,240,202	1,255,913	6.4%	1.8%	1.3%	9.7%
Mississippi	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Missouri	19	18	15	16	-1	-3	1	-3	543,270	650,033	555,240	582,036	19.7%	-14.6%	4.8%	7.1%
Montana	1	1	1	1	0	0	0	0	2,236	3,350	6,300	9,664	49.8%	88.1%	53.4%	332.2%
Nebraska	3	5	5	5	2	0	0	0	77,693	89,369	88,415	91,766	15.0%	-1.1%	3.8%	18.1%
Nevada	1	3	3	3	2	0	0	0	73,915	101,257	110,144	125,631	37.0%	8.8%	14.1%	70.0%
New Hampshire	1	2	3	3	1	1	0	0	127,098	109,482	105,900	114,216	-13.9%	-3.3%	7.9%	-10.1%
New Jersey	12	11	11	12	-1	0	1	0	615,820	777,351	887,597	934,028	26.2%	14.2%	5.2%	51.7%
New Mexico	5	5	5	5	0	0	0	0	189,778	195,522	208,433	227,881	3.0%	6.6%	9.3%	20.1%
New York	35	35	35	36	0	0	1	1	2,444,330	2,625,681	2,759,961	3,016,126	7.4%	5.1%	9.3%	23.4%
North Carolina	10	10	10	10	0	0	0	0	282,114	269,536	279,326	321,652	-4.5%	3.6%	15.2%	14.0%
North Dakota	2	2	2	2	0	0	0	0	27,257	10,435	7,740	6,057	-61.7%	-25.8%	-21.7%	-77.8%
Ohio	37	35	35	34	-2	0	-1	-3	1,350,991	1,414,638	1,529,072	1,445,891	4.7%	8.1%	-5.4%	7.0%
Oklahoma	7	6	6	6	-1	0	0	-1	187,520	169,284	190,697	215,577	-9.7%	12.6%	13.0%	15.0%
Oregon	8	9	9	9	1	0	0	1	588,517	666,227	741,434	770,854	13.2%	11.3%	4.0%	31.0%
Pennsylvania	25	25	24	20	0	-1	-4	-5	1,441,408	1,360,889	1,520,441	1,732,196	-5.6%	11.7%	13.9%	20.2%
Rhode Island	4	4	4	2	0	0	-2	-2	204,270	214,811	220,044	152,885	5.2%	2.4%	-30.5%	-25.2%
South Carolina	5	4	4	4	-1	0	0	-1	96,215	67,045	75,391	88,566	-30.3%	12.4%	17.5%	-7.9%
South Dakota	1	1	1	1	0	0	0	0	28,000	26,700	22,100	21,868	-4.6%	-17.2%	-1.0%	-21.9%
Tennessee	9	9	9	9	0	0	0	0	261,794	226,495	192,731	206,692	-13.5%	-14.9%	7.2%	-21.0%
Texas	32	30	26	25	-2	-4	-1	-7	1,322,382	1,298,363	1,371,963	1,455,712	-1.8%	5.7%	6.1%	10.1%
Utah	8	9	9	8	1	0	-1	0	266,355	265,791	300,169	266,033	-0.2%	12.9%	-11.4%	-0.1%
Vermont	1	1	1	1	0	0	0	0	21,900	32,000	40,125	49,691	46.1%	25.4%	23.8%	126.9%
Virginia	14	12	12	12	-2	0	0	-2	401,492	387,929	385,371	382,041	-3.4%	-0.7%	-0.9%	-4.8%
Washington	10	11	9	9	1	-2	0	-1	573,371	686,021	726,492	743,546	19.6%	5.9%	2.3%	29.7%
West Virginia	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%
Wisconsin	30	30	28	28	0	-2	0	-2	1,076,270	1,094,489	1,115,079	1,117,307	1.7%	1.9%	0.2%	3.8%
Wyoming	1	0	0	0	-1	0	0	-1	3,550	0	0	0	-100.0%	0.0%	0.0%	-100.0%

1. Based on state in which plan headquarters are located. This misstates penetration in some areas where a plan serves multiple states (e.g. most HMOs based in the District of Columbia also serve Virginia and Maryland).

Source: GHAA's National Directory of HMOs database

Change in the Distribution of HMOs and HMO Enrollment by Plan Characteristics, December 31, 1988–December 31, 1991

STATE/AREA	NUMBER OF PLANS								NUMBER OF ENROLLEES				PERCENT CHANGE			
	1988	1989	1990	1991	NET CHANGE				1988	1989	1990	1991	88-89	89-90	90-91	88-91
					88-89	89-90	90-91	88-91								
ALL PLANS	614	591	569	550	-23	-22	-19	-64	32,653,930	34,748,354	36,453,596	38,615,611	6.4	4.9	5.9	18.3
PLAN SIZE																
100,000 or more	72	89	96	100	17	7	4	28	18,085,810	21,191,300	23,438,624	25,259,614	17.2	10.6	7.8	39.7
Less than 100,000	542	502	473	450	-40	-29	-23	-92	14,568,120	13,557,054	13,014,972	13,355,997	-6.9	-4.0	2.6	-8.3
0-19,999	279	242	222	196	-37	-20	-26	-83	2,553,661	2,302,312	2,230,111	2,022,785	-9.8	-3.1	-9.3	-20.8
20,000-49,000	165	178	177	176	13	-1	-1	11	5,130,732	5,463,199	5,527,273	5,725,205	6.5	1.2	3.6	11.6
50,000-99,999	98	82	74	78	-16	-8	4	-20	6,883,727	5,791,543	5,257,588	5,608,007	-15.9	-9.2	6.7	-18.5
MODEL TYPE ¹																
Staff	67	61	61	58	-6	0	-3	-9	4,252,307	4,304,674	4,720,464	4,555,960	1.2	9.7	-3.5	7.1
Group	79	80	75	67	1	-5	-8	-12	9,535,036	10,397,738	10,435,708	10,453,343	9.0	0.4	0.2	9.6
Network	79	89	80	86	10	-9	6	7	4,251,166	5,184,325	5,644,915	5,926,286	22.0	8.9	5.0	39.4
IPA	389	361	353	339	-28	-8	-14	-50	14,615,421	14,861,617	15,652,509	17,680,022	1.7	5.3	13.0	21.0
REGION ²																
New England	45	44	44	36	-1	0	-8	-9	2,439,236	2,552,788	2,730,396	2,888,209	4.7	7.0	5.8	18.4
Middle Atlantic	72	71	72	70	-1	1	-2	-2	4,501,558	4,763,921	5,187,087	5,718,169	5.8	8.9	10.2	27.0
South Atlantic	101	95	92	87	-6	-3	-5	-14	3,524,581	3,809,029	4,079,385	4,516,060	8.1	7.1	10.7	28.1
Midwest	183	180	167	166	-3	-13	-1	-17	8,370,625	8,436,863	8,362,215	8,460,199	0.8	-0.9	1.2	1.1
South Central	77	73	70	66	-4	-3	-4	-11	2,430,922	2,561,003	2,530,055	2,715,953	5.4	-1.2	7.3	11.7
Mountain	61	50	48	49	-11	-2	1	-12	1,939,609	2,155,667	2,090,985	2,325,249	11.1	-3.0	11.2	19.9
Pacific	75	78	76	76	3	-2	0	1	9,447,399	10,469,083	11,473,473	11,991,772	10.8	9.6	4.5	26.9
PLAN AGE																
1	34	19	7	6	-15	-12	-1	-28	170,776	124,935	219,733	731	-26.8	75.9	-99.7	-99.6
2-3	178	95	47	26	-83	-48	-21	-152	2,767,722	1,362,401	735,224	645,175	-50.8	-46.0	-12.2	-76.7
4-7	177	284	305	262	107	21	-43	85	5,905,458	9,512,863	9,534,093	9,082,854	61.1	0.2	-4.7	53.8
8-15	171	126	138	176	-45	12	38	5	13,162,074	11,413,227	12,532,542	14,111,488	-13.3	9.8	12.6	7.2
16+	54	67	72	80	13	5	8	26	10,647,900	12,334,928	13,432,004	14,775,363	15.8	8.9	10.0	38.8
TAX STATUS																
Non-profit	203	207	191	179	4	-16	-12	-24	17,230,726	18,759,157	19,469,117	19,251,633	8.9	3.8	-1.1	11.7
For-Profit	411	384	378	371	-27	-6	-7	-40	15,423,204	15,989,197	16,984,479	19,363,978	3.7	6.2	14.0	25.6
QUALIFICATION STATUS																
Federally Qualified	328	311	304	279	-17	-7	-25	-49	25,108,127	26,273,581	27,039,014	27,522,171	4.6	2.9	1.8	9.6
Non-qualified	286	280	265	271	-6	-15	6	-15	7,545,803	8,474,773	9,414,582	11,093,440	12.3	11.1	17.8	47.0
OWNERSHIP ³																
Blue Cross/																
Blue Shield	na	na	82	74	na	na	-8	na	na	na	4,567,471	4,739,523	na	na	3.8	na
Commercial Insurer	na	na	162	159	na	na	-3	na	na	na	5,357,494	5,964,407	na	na	11.3	na
Other	na	na	325	317	na	na	-8	na	na	na	26,528,631	27,911,681	na	na	5.2	na

1. Represents predominant model type. A number of plans utilize a provider network reflecting a mix of models. As a result some changes between 1988 and 1991 may represent an artifact of designation.

2. For a list of the states in each region see the "Appendix on Methods and Definitions."

3. This information was not collected in 1988 and 1989.

Source: GHAA's National Directory of HMOs database

APPENDIX ON METHODS AND DEFINITIONS

How the GHAA National Directory of HMOs Database is Developed

GHAA's *National Directory of HMOs* is designed to provide a ready reference source for individuals and organizations with an interest in HMOs. GHAA's Membership and Planning Department updates the information for each plan included in the *Directory* annually.

The annual update of information for the *Directory* is done by mail, with telephone follow-up where required. In early December, all plans included in the previous year's *Directory* are contacted by mail unless it is known that the plan is no longer in existence. All state HMO associations, as well as state insurance departments (or their equivalents) are also contacted for lists of member plans or licensed HMOs. Any new plans identified through review of other listings also are contacted.

Plans are sent a data form requesting the information included in the *Directory*, a set of guidelines for completing the form, and available information they previously provided for review and correction.

In early January, a second request is mailed to those plans not responding by that date. Telephone calls are subsequently made to remaining plans to update and verify the information included. For this year's *Directory*, these contacts were completed by mid-March.

The instructions were date-specific in only two instances: (1) enrollment information was to be as of December 31, 1991; and (2) Medicare contracts and other lines of business were to be reported according to what would be in place on January 1, 1992.

Definitions Used in Preparing the Database

Operational date: The date the HMO first began serving enrollees.

Federal Qualification: HMOs were asked if they were federally qualified.

Model type(s): HMOs were asked to list all model types that were applicable, circling the predominant model (defined based on the number of

members enrolled under each option). Models were defined as:

Staff: An organized prepaid health care system that delivers health services through a salaried physician group that is employed by the HMO Unit.

Group: An organized prepaid health system that contracts with one independent group practice to provide health services.

Network: An organized prepaid health care system that contracts with two or more independent group practices to provide health services.

IPA: An organized prepaid health care system that contracts directly with physicians in independent practice, with one or more associations of physicians in independent practice, and/or with one or more multi-specialty group practices (but predominately organized around solo/single specialty practices) to provide health services.

Enrollment: As of 12/31/91, and includes employer groups, individual, Medicare, Medicaid, and FEHBP (Federal Employees Health Benefits Program) enrollment. A member is defined as an individual who has been enrolled as a subscriber or an eligible dependent of a subscriber and for whom the HMO has accepted the responsibility for the provision of basic health services. Plans were asked to exclude PPO enrollment.

Medicare: Plans were asked to identify all types of Medicare offerings they have—risk contract, cost contract, HCPP contract, or a prepaid Medicare product, without a HCFA contract. The information was reported according to what contracts or products would be in place on January 1, 1992. The contract options include:

Risk contract—the HMO has a contract with HCFA and is capitated at 95% of the projected fee-for-service costs for Part A and Part B. The HMO is at risk for Part A and Part B services. (Section 1876 Risk)

Cost contract—the HMO has a contract with HCFA and is capitated at 100% of the projected fee-for-service costs for Part B. The HMO is not at risk for Part A costs. (Section 1876 Cost)

HCPP—the HMO has a Health Care Prepayment Plan contract with HCFA and is retroactively paid Part B costs. The HMO is not at risk for Part A or Part B. (Section 1833 Cost)

Prepaid Product—the HMO offers a prepaid Medicare supplement or wrap-around product. Health services in addition to basic Medicare benefits are provided. These may include preventive services not covered by Medicare as well as supplemental benefits such as vision and dental. There is no contract with HCFA.

Providers: Plans were asked to provide the number of medical centers/satellites the HMO has (if applicable), the number of physicians (primary and specialists) the HMO contracts with, and the number of hospitals the HMO contracts with or uses on a regular basis.

Other lines of business: Plans were asked to indicate whether or not they offered each type of business.

Open-ended product: A product where individuals are enrolled in the HMO, but may self-refer to providers outside the network, typically with deductibles or extensive cost sharing required.

PPO product: A product where individuals may self-refer to any provider but where they are given incentives, usually less cost sharing, to seek care from an organized network of providers.

Traditional indemnity product: A product where individuals self-refer to any provider typically with deductibles and other cost-sharing required.

Administrative services only: A line of business where the plan is not at risk for providing the care of enrollees, and receives a payment for providing the administration of care.

Region: For purposes of analysis, the following states are included in each region:

New England: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

Middle Atlantic: New Jersey, New York, and Pennsylvania.

South Atlantic: Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia, and West Virginia.

Mid-West: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

South Central: Alabama, Arkansas, Kentucky, Louisiana, Mississippi, Oklahoma, Tennessee, and Texas.

Mountain: Arizona, Colorado, Idaho, Montana, New Mexico, Nevada, Utah, and Wyoming.

Pacific: Alaska, California, Guam, Hawaii, Washington, and Oregon.

Source: GHAA's National Directory of HMOs database



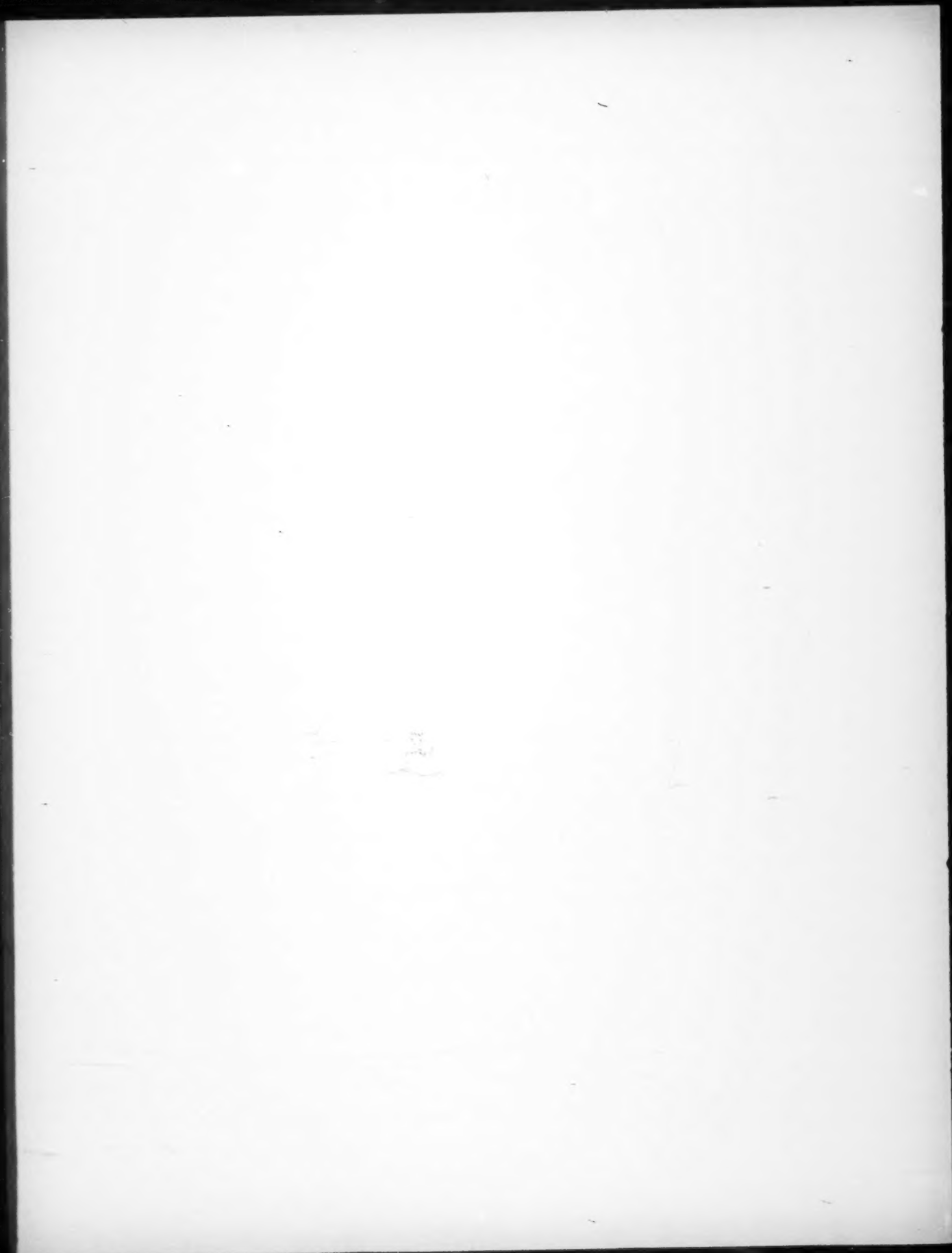
1992

HMOs

Listed

Alphabetically

GHAA



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ALPHABETICAL LISTING

PLAN NAME	CITY	STATE	PAGE
Aetna Health Plan of Illinois (Chicago)	Chicago	IL	148
Aetna Health Plan of Louisiana, Inc.	Metairie	LA	177
Aetna Health Plan of Northern Ohio, Inc.	Cleveland	OH	262
Aetna Health Plan of San Diego, Inc.	San Diego	CA	80
Aetna Health Plan of Southern New England	Middletown	CT	112
Aetna Health Plan of Tennessee	Nashville	TN	301
Aetna Health Plans of Eastern Pennsylvania	Bala Cynwyd	PA	287
Aetna Health Plans of Florida	Tampa	FL	122
Aetna Health Plans of New Jersey, Inc.	Iselin	NJ	229
Aetna Health Plans of New York, Inc.	Purchase	NY	238
Aetna Health Plans of Southern California, Inc.	San Bernardino	CA	80
Aetna Health Plans of the Mid-Atlantic, Inc.	Falls Church	VA	324
Aetna Health Plans of Western Pennsylvania, Inc.	Pittsburgh	PA	287
Aetna National Health Plans of Texas, Inc.	Houston	TX	306
AllHealth	Madison	WI	335
Alternative Health Delivery Systems, Inc.	Louisville	KY	174
American Health Care Providers d/b/a American HMO	Matteson	IL	148
American HMO	Little Rock	AR	78
AmeriMed	Pasadena	CA	81
Anthem Health Plan of Indiana, Inc.	Indianapolis	IN	160
Anthem Health Plans of Florida, Inc.	Jacksonville	FL	123
Anthem Health Plans of Texas, Inc.	Houston	TX	306
Arizona Physicians IPA, Inc.	Phoenix	AZ	70
Arnett HMO, Inc.	Lafayette	IN	160
Association I.N.E.D., HMO, Inc.	Hialeah	FL	123
AV-MED Health Plan	Gainesville	FL	122
Baptist Medical System HMO, Inc., d/b/a Health Advantage	Little Rock	AR	78

PLAN NAME	CITY	STATE	PAGE
Bay Pacific Health Plan	San Bruno	CA	81
Bay State Health Care	Cambridge	MA	191
Blue Care Network - Health Central	Lansing	MI	199
Blue Care Network of East Michigan	Saginaw	MI	200
Blue Care Network of Southeast Michigan	Southfield	MI	199
Blue Care Network, Great Lakes	Grand Rapids	MI	200
Blue Choice	Rochester	NY	238
Blue Choice	St. Louis	MO	214
Blue Plus	St. Paul	MN	208
Blue Shield of California HMO	San Francisco	CA	82
BLUE-CARE INC.	Kansas City	MO	213
BlueCARE Plus	Utica	NY	239
BlueLincs	Oklahoma City	OK	279
BMA Selectcare, Inc.	Kansas City	MO	213
Bridgeway Plan for Health	San Francisco	CA	82
The Bronx Health Plan	Bronx	NY	253
Butterworth Health Plan	Grand Rapids	MI	201
CAC-Ramsay	Coral Gables	FL	124
CaliforniaCare	Woodland Hills	CA	85
Capital District Physicians' Health Plan	Albany	NY	239
Capital Group Health Service of Florida /Capital Healthplan	Tallahassee	FL	126
CapitalCare, Inc.	Vienna	VA	324
Capitol Health Care	Salem	OR	282
Care Choices - Iowa/Mercy Alternative	Souix City	IA	166
Care Choices Health Plans/ Mercy Alternative	Farmington Hills	MI	201
CareAmerica Health Plans, Inc.	Chatsworth	CA	85
CareChoice	Fargo	ND	261
CareChoice - Chattanooga	Chattanooga	TN	302
CareFlorida	Miami	FL	126
CarleCare HMO (a product of Health Alliance Medical Plans)	Urbana	IL	149
Carolina Physicians Health Plan, Inc.	Raleigh	NC	256
Central Massachusetts Health Care, Inc.	Worcester	MA	192
Central Medical Health Plan	Pittsburgh	PA	288
Central Minnesota Group Health Plan	St. Cloud	MN	208

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PLAN NAME	CITY	STATE	PAGE
Century Medical Health Plan, Inc.	Miami	FL	127
Chesapeake Health Plan	Baltimore	MD	184
Chicago HMO Ltd.	Chicago	IL	150
Chinese Community Health Plan	San Francisco	CA	86
ChoiceCare	Cincinnati	OH	264
ChoiceCare - Long Island	Melville	NY	240
CIGNA Health Plan of Mid-Atlantic	Columbia	MD	184
CIGNA Health Plan of Tennessee (Formerly EQUICOR Health Plan)	Memphis	TN	301
CIGNA Healthplan of Arizona, Inc. - Phoenix	Phoenix	AZ	71
CIGNA Healthplan of Arizona, Inc. - Tucson	Tucson	AZ	71
CIGNA Healthplan of AZ/dba CIGNA Private Practice Plan	Phoenix	AZ	70
CIGNA Healthplan of Colorado, Inc.	Denver	CO	105
CIGNA Healthplan of Connecticut	Enfield	CT	112
CIGNA Healthplan of Florida, Inc. - Maitland	Maitland	FL	125
CIGNA Healthplan of Florida, Inc. - Tampa	Tampa	FL	124
CIGNA Healthplan of Georgia, Inc.	Atlanta	GA	139
CIGNA Healthplan of Illinois	Des Plaines	IL	149
CIGNA Healthplan of Kansas/Missouri, Inc. (Kansas City)	Overland Park	KS	169
CIGNA Healthplan of Kansas/Missouri, Inc. - Salina	Salina	KS	170
CIGNA Healthplan of Kansas/Missouri, Inc.	Wichita	KS	169
CIGNA Healthplan of Louisiana, Inc.	Baton Rouge	LA	177
CIGNA Healthplan of Massachusetts, Inc.	Framingham	MA	191
CIGNA Healthplan of NC, Inc. (Formerly EQUICOR Health Plan)	Raleigh	NC	256
CIGNA Healthplan of North Louisiana	Shreveport	LA	178
CIGNA Healthplan of Northern California	Oakland	CA	83
CIGNA Healthplan of Northern New Jersey, Inc.	Denville	NJ	229

PLAN NAME	CITY	STATE	PAGE
CIGNA Healthplan of Ohio, Inc. - Dayton	Dayton	OH	262
CIGNA Healthplan of Ohio, Inc. Cleveland	Cleveland	OH	263
CIGNA Healthplan of Ohio, Inc. Columbus	Columbus	OH	263
CIGNA Healthplan of OK, Inc. (Formerly EQUICOR Health Plan)	Oklahoma City	OK	279
CIGNA Healthplan of San Diego	San Diego	CA	83
CIGNA Healthplan of South Florida	Miami Lakes	FL	125
CIGNA Healthplan of St. Louis	Clayton	MO	214
CIGNA Healthplan of Texas	Irving	TX	307
CIGNA Healthplan of Texas, Inc./Houston Division	Houston	TX	307
CIGNA Healthplan of the Delaware Valley	Lester	PA	288
CIGNA Healthplan of TN, Inc. (Formerly EQUICOR Health Plan)	Nashville	TN	302
CIGNA Healthplan of Utah, Inc. (Formerly EQUICOR Health Plan)	Salt Lake City	UT	319
CIGNA Healthplan of Virginia, Inc. - Richmond	Glen Allen	VA	325
CIGNA Healthplan of Virginia, Inc. - Virginia Beach	Virginia Beach	VA	325
CIGNA Healthplan of Washington Inc.	Seattle	WA	330
CIGNA Independent Practice Network	Glendale	CA	84
CIGNA Medical Group Healthplan	Glendale	CA	84
Clinicare	Rockford	IL	150
Coast Health Plan	Los Altos	CA	86
Coastal Bend Health Plan, Inc.	Corpus Christi	TX	308
Columbia Medical Plan, Inc.	Columbia	MD	185
CoMED HMO - A CIGNA Company	Denville	NJ	230
Community Blue, HMO of Blue Cross of Western New York, Inc.	Buffalo	NY	240
Community Health Care Plan	New Haven	CT	113
Community Health Group	Chula Vista	CA	87
Community Health Network of Louisiana	Baton Rouge	LA	178

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Community Health Plan - LA City Dept. of Health Services	Los Angeles	CA	87
Community Health Plan: Bassett Region	Cooperstown	NY	241
Community Health Plan: Capital Area Region	Latham	NY	241
Community Health Plan: Hudson Valley Region	Poughkeepsie	NY	242
Community Health Plan: Massachusetts Region	Northampton	MA	192
Community Health Plan: Vermont Region	Williston	VT	323
Community Health Program	Honolulu	HI	144
Companion Health Care Corp.	Columbia	SC	298
Compass Health Care Plans	Chicago	IL	151
Compicare Health Services Insurance Corporation	Milwaukee	WI	335
Complete Health, Inc.	Birmingham	AL	65
Comprecare Healthcare Services, Inc.	Aurora	CO	105
Comprehensive Health Services Inc. d/b/a The Wellness Plan	Detroit	MI	202
ConnectiCare, Inc.	Farmington	CT	113
Constitution HealthCare	North Haven	CT	114
Contra Costa Health Plan	Martinez	CA	88
D.C. Chartered Health Plan, Inc.	Washington	DC	120
DAKOTACARE	Sioux Falls	SD	300
DayMed Health Maintenance Plan, Inc.	Dayton	OH	264
DeanCare HMO	Middleton	WI	336
Delaware Valley HMO	Concordville	PA	230
Delmarva Health Plan, Inc.	Easton	MD	185
Dreyer HMO	Aurora	IL	151
Eau Claire Health Protection Plan	Wausau	WI	336
Educators Health Care, Inc.	Murray	UT	319
Elderplan, Inc.	Brooklyn	NY	242
Empire Blue Cross/Blue Shield Healthnet	New York	NY	243
Employees Choice Health Option	Salt Lake City	UT	320
Employer's Health Care Plan	Green Bay	WI	337
Exclusive HealthCare of CO, Inc.	Denver	CO	106
Exclusive HealthCare, Inc.	Omaha	NE	222
Fallon Community Health Plan	West Boylston	MA	193

PLAN NAME	CITY	STATE	PAGE
Family Health Plan	Toledo	OH	265
Family Health Plan Cooperative	Milwaukee	WI	337
Family Health Plan, Inc.	Miami Lakes	FL	127
Family HealthNet of Ohio Farm Bureau Insurance Managed Care Plan, Inc.	Columbus	OH	265
	Indianapolis	IN	161
FHP Health Care	Phoenix	AZ	72
FHP Of New Mexico, Inc.	Albuquerque	NM	235
FHP, Inc.	Cerritos	CA	88
FHP, Inc.	Tamuning	GU	143
FHP, Inc. (Utah Region)	Salt Lake City	UT	320
First Plan HMO /formerly Community Health Ctr	Two Harbors	MN	209
Florida First Health Plan	Winter Haven	FL	128
Florida Health Care Plan, Inc.	Daytona Beach	FL	128
Foundation Health Plan (FHP)	Baldwinsville	NY	243
Foundation Health, A California Health Plan	Rancho Cordova	CA	89
Free State Health Plan, Inc.	Timonium	MD	186
Freedom Health Care	Wayne	PA	289
Freedom Plan	Santa Barbara	CA	89
Garden State Health Plan	Trenton	NJ	231
Geisinger Health Plan	Danville	PA	289
George Washington University Health Plan, Inc.	Washington	DC	120
Good Health Plan of Washington Inc.	Seattle	WA	330
Grand Valley Health Plan	Grand Rapids	MI	202
Great Lakes Health Plan	Lombard	IL	152
Greater Amarillo Health Plan Inc.	Amarillo	TX	308
Greater Atlantic Health Service, Inc.	Philadelphia	PA	290
Greater La Crosse Health Plans, Inc.	Wausau	WI	338
Greater South Bay Health Plan	Torrance	CA	90
Greater Wisconsin Rapids Health Protection Plan	Wausau	WI	338
Green Bay Health Protection Plan	Wausau	WI	339
Group Health	Rochester	NY	244
Group Health Association, Inc.	Washington	DC	121
Group Health Cooperative of Eau Claire	Eau Claire	WI	340

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Group Health Cooperative of Puget Sound	Seattle	WA	331
Group Health Cooperative of South Central Wisconsin	Madison	WI	339
Group Health Plan, Inc.	St. Louis	MO	215
Group Health, Inc.	Minneapolis	MN	209
Guam Memorial Health Plan (GMHP)	Agana	GU	143
Gulf South Health Plans, Inc.	Baton Rouge	LA	179
Harris Methodist Health Plan	Fort Worth	TX	309
Harvard Community Health Plan	Brookline	MA	194
Harvard University Group Health Plan	Cambridge	MA	194
Health Advantage Plans, Inc.	Fairfield	AL	66
Health Alliance Plan of Michigan	Detroit	MI	203
Health Care Plan, Inc.	Buffalo	NY	244
Health Choice Arizona	Mesa	AZ	73
Health Guard	Bellaire	OH	266
Health Insurance Plan of Greater New York	New York	NY	245
Health Maintenance Group, Birmingham Division	Birmingham	AL	66
Health Maintenance Group, Huntsville Division	Huntsville	AL	67
Health Maintenance of Indiana/ Key Health Plan	Indianapolis	IN	161
Health Maintenance of Oregon	Portland	OR	282
Health Maintenance Plan	Cincinnati	OH	267
Health Masters of Oregon	Medford	OR	283
Health Net	Van Nuys	CA	90
Health Network of Colorado Springs, Inc.	Colorado Springs	CO	107
Health New England	Springfield	MA	195
HEALTH OPTIONS, INC.	Jacksonville	FL	129
Health Plan Hawaii	Honolulu	HI	144
Health Plan of America	Orange	CA	91
Health Plan of Nevada, Inc.	Las Vegas	NV	225
Health Plan of San Mateo	San Mateo	CA	91
Health Plan of the Redwoods	Santa Rosa	CA	92
Health Plan of the Upper Ohio Valley, Inc.	St. Clairsville	OH	267
Health Plus of New Mexico, Inc.	Albuquerque	NM	236

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Health Power of Dayton, Inc.	Miamisburg	OH	268
Health Services Medical Corp. dba Prepaid Health Plan	Baldwinsville	NY	245
HealthAmerica Pennsylvania, Inc.	Pittsburgh	PA	291
HealthAmerica Pennsylvania, Inc. (Central PA)	Harrisburg	PA	292
HealthAmerica/ Lincoln	Lincoln	NE	223
Healthcare America Plans, Inc.	Newton	KS	171
HealthCare Corporation of the Mid-Atlantic (dba CareFirst)	Baltimore	MD	186
Healthcare Delaware	Concordville	PA	118
Healthcare Management Alternatives, Inc.	Philadelphia	PA	293
HealthChicago, Inc.	Lisle	IL	153
HealthGuard of Lancaster Inc.	Lancaster	PA	292
HealthGuard Services, Inc. / SelectCare	Eugene	OR	283
HealthKeepers of Virginia, Inc.	Richmond	VA	326
HealthOhio, Inc.	Marion	OH	268
HealthPlan Southeast	Tallahassee	FL	130
HealthPlus	Seattle	WA	332
HealthPlus of Michigan / Genesee Health Care	Flint	MI	203
HealthPlus, Inc.	Greenbelt	MD	187
Healthsource Maine	Freeport	ME	182
Healthsource New Hampshire, Inc.	Concord	NH	227
Healthsource South Carolina	Charleston	SC	298
HealthWise	Salt Lake City	UT	321
HealthWise of Kentucky Ltd.	Lexington	KY	175
Heart of America HMO	Rugby	ND	261
Heritage National Healthplan	Davenport	IA	167
HIP Network of Florida, Inc.	Ft. Lauderdale	FL	129
HIP/Rutgers Health Plan	Somerset	NJ	231
HMO Arizona	Phoenix	AZ	72
HMO Arkansas, Inc.	Little Rock	AR	79
HMO Blue	Framingham	MA	193
HMO Colorado	Denver	CO	106
HMO Georgia	Atlanta	GA	139
HMO Health Ohio	Toledo	OH	266
HMO Health Plans, Inc.	Monte Vista	CO	107
HMO Illinois	Chicago	IL	152

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HMO Iowa, Inc.	Des Moines	IA	166
HMO Kansas, Inc.	Topeka	KS	170
HMO Kentucky, Inc.	Louisville	KY	174
HMO Maine	South Portland	ME	182
HMO Midwest	Hudson	WI	340
HMO Montana	Helena	MT	221
HMO Nebraska, Inc.	Omaha	NE	222
HMO New Mexico, Inc.	Albuquerque	NM	235
HMO of Delaware, Inc., The	Newark	DE	118
HMO of North Carolina, Inc.	Durham	NC	257
HMO of Northeastern Pennsylvania	Wilkes Barre	PA	291
HMO of Wisconsin Insurance Corporation	Sauk City	WI	341
HMO PA - U.S. Healthcare	Blue Bell	PA	290
HMO Rhode Island	Providence	RI	297
HMO Virginia, Inc.	Richmond	VA	326
HMO Washington	Seattle	WA	331
HMO-Alabama, Inc. d.b.a. Gulf Health Plans HMO	Mobile	AL	65
HomeTown Hospital Health Plan	Massillon	OH	269
Hospital Health Plan	Reno	NV	225
Humana Health Care Plan, Inc. (Lexington)	Lexington	KY	175
Humana Health Plan Inc. (Louisville)	Louisville	KY	176
Humana Health Plan Inc. (Phoenix)	Phoenix	AZ	73
Humana Health Plan of Ohio, Inc.	Cincinnati	OH	269
Humana Health Plan of TX, Inc. dba Humana HP Corpus Christi	Corpus Christi	TX	309
Humana Health Plan of TX, Inc. dba Humana HP of San Antonio	San Antonio	TX	310
Humana Health Plan, Inc.	Denver	CO	108
Humana Health Plan, Inc. (Nevada)	Las Vegas	NV	226
Humana Medical Plan Inc. Ormond Beach	Ormond Beach	FL	132
Humana Medical Plan Inc. (Orlando)	Maitland	FL	131
Humana Medical Plan Inc. (South Florida)	Miami	FL	130
Humana Medical Plan Inc. (Tampa)	Tampa	FL	131
Humana Prime Health	Kansas City	MO	215
Humana-Michael Reese HMO	Chicago	IL	153

PLAN NAME	CITY	STATE	PAGE
Idaho Preferred Health Care	Boise	ID	147
IHC Care, Inc.	Salt Lake City	UT	321
Illinois Masonic Community Health Plan	Chicago	IL	154
In Health	Worthington	OH	276
Independent Health	Buffalo	NY	246
Independent Health	Tarrytown	NY	246
Independent Prepaid Health Plan (IPHP)	Baldwinsville	NY	247
InterGroup Healthcare Corporation	Phoenix	AZ	74
InterGroup Healthcare Corporation	Tucson	AZ	74
InterValley Health Plan	Pomona	CA	92
Island Care	Honolulu	HI	145
JMH Health Plan	Miami	FL	132
Kaiser Foundation Health Plan of Colorado	Denver	CO	108
Kaiser Foundation Health Plan of Georgia, Inc.	Atlanta	GA	140
Kaiser Foundation Health Plan of Kansas City, Inc.	Overland Park	KS	171
Kaiser Foundation Health Plan of Mid-Atlantic States, Inc.	Washington	DC	121
Kaiser Foundation Health Plan of North Carolina	Raleigh	NC	257
Kaiser Foundation Health Plan of Ohio	Cleveland	OH	270
Kaiser Foundation Health Plan of Texas	Dallas	TX	310
Kaiser Foundation Health Plan of the Northwest	Portland	OR	284
Kaiser Foundation Health Plan, Inc. - Hawaii Region	Honolulu	HI	145
Kaiser Foundation Health Plan, Inc. - No. California Region	Oakland	CA	93
Kaiser Foundation Health Plan, Inc. - So. California Region	Pasadena	CA	93
Kaiser Foundation Health Plan, Northeast Region	Farmington	CT	114
Keystone Health Plan Central	Camp Hill	PA	293
Keystone Health Plan East, Inc.	Philadelphia	PA	294
Keystone Health Plan West, Inc.	Pittsburgh	PA	294

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PLAN NAME	CITY	STATE	PAGE
Lake Shore HMO	Holland	MI	204
Licking Memorial Hospital Health Plan	Newark	OH	271
Life Choice Quality Health Plan	Detroit	MI	204
Lifeguard Inc.	San Jose	CA	94
Lincoln National Health Plan	Denver	CO	109
Lincoln National Health Plan	Bethesda	MD	187
Lincoln National Health Plan	Fort Wayne	IN	162
Lincoln National Health Plan	Pleasanton	CA	94
Lincoln National Health Plan	Raleigh	NC	258
Lincoln National Health Plan	South Portland	ME	183
Lincoln National Health Plan	St. Louis	MO	216
Lincoln National Health Plan of Kansas City, Inc.	Overland Park	KS	172
Lincoln National Health Plan, Inc.	Boise	ID	147
Lincoln National Health Plan, Inc.	Phoenix	AZ	75
Lincoln National Health Plan, Inc. (TakeCare)	Cincinnati	OH	271
Loma Linda Health Plan	San Bernardino	CA	95
Louderes Health Services	Miami	FL	133
Lovelace Health Plan, Inc.	Albuquerque	NM	236
M Plan	Indianapolis	IN	162
M-Care	Ann Arbor	MI	205
M.D. Health Plan	North Haven	CT	115
M.D. Individual Practice Association, Inc.	Rockville	MD	188
Managed Health Services Insurance Corporation (MHSIC)	Milwaukee	WI	341
Managed Health, Inc.	New Hyde Park	NY	247
Maricopa County Health Plan	Phoenix	AZ	75
Master Health Plan, Inc.	Augusta	GA	140
Matthew Thornton Health Plan	Nashua	NH	227
Maxicare (Northern California)	Burlingame	CA	95
Maxicare (Southern California)	Los Angeles	CA	96
Maxicare Health Insurance Company - Wisconsin	Milwaukee	WI	342
Maxicare Illinois	Chicago	IL	154
Maxicare Indiana	Indianapolis	IN	163
Maxicare Louisiana, Inc.	Metairie	LA	179
Maxicare North Carolina, Inc.	Charlotte	NC	258
Maxicare South Carolina, Inc.	Greenville	SC	299

PLAN NAME	CITY	STATE	PAGE
Mayo Health Plan	Rochester	MN	210
MedCare	Maywood	IL	155
MedCenters Health Plan, Inc.	Minneapolis	MN	210
Medica	Minneapolis	MN	211
Medical Associates Health Plan, Inc.	Dubuque	IA	167
Medical Value Plan (MVP)	Toledo	OH	272
Medigroup Central, Inc.	Trenton	NJ	232
Medigroup, Inc.	Cranford	NJ	232
MEDPLAN, Inc.	Overland Park	KS	172
Mercy Health Plan	Philadelphia	PA	295
MetLife HealthCare Network of Arizona, Inc.	Phoenix	AZ	76
MetLife HealthCare Network of California, Inc.	Long Beach	CA	96
MetLife HealthCare Network of Colorado, Inc.	Denver	CO	109
MetLife HealthCare Network of Florida, Inc.	Maitland	FL	133
MetLife HealthCare Network of Georgia, Inc.	Atlanta	GA	141
MetLife HealthCare Network of Illinois, Inc.	Schaumburg	IL	155
MetLife HealthCare Network of Kansas City, Inc.	Overland Park	KS	173
MetLife HealthCare Network of Kentucky, Inc.	Cincinnati	OH	176
MetLife HealthCare Network of Massachusetts, Inc.	Boston	MA	196
MetLife HealthCare Network of New York, Inc.	Lake Success	NY	248
MetLife HealthCare Network of Northern New Jersey, Inc.	Rochelle Park	NJ	233
MetLife HealthCare Network of Ohio, Inc.	Cincinnati	OH	272
MetLife HealthCare Network of Texas, Inc.	Irving	TX	311
MetLife HealthCare Network of Wisconsin, Inc.	Milwaukee	WI	342
MetLife HealthCare Network, Inc.	St. Louis	MO	216
Metropolitan Health Plan	Minneapolis	MN	211
Metropolitan Health Plan/HMO	New York	NY	248
Mid-Hudson Health Plan, (MHP), Inc.	Kingston	NY	249
Midelfort Clinic Health Plan	Eau Claire	WI	343
MIT Health Plan	Cambridge	MA	195

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PLAN NAME	CITY	STATE	PAGE
Mobile Health Plan d/b/a PrimeHealth	Mobile	AL	67
Mohawk Valley Physicians Health Plan	Schenectady	NY	249
National Med	Modesto	CA	97
Neighborhood Health Plan	Dorchester	MA	196
Network Health Plan of Wisconsin	Menasha	WI	343
Network Health Plan, Inc.	Mercer Island	WA	332
North Central Health Protection Plan	Wausau	WI	344
NorthMed/HMO, Inc.	Traverse City	MI	205
NWNL Health Network, Inc.	St. Paul	MN	212
Ocean State Physicians Health Plan, Inc.	Warwick	RI	297
Ochsner Health Plan	Metairie	LA	180
OmniCare Health Plan (formerly Michigan HMO)	Detroit	MI	206
On Lok Senior Health Services	San Francisco	CA	97
Optima Health Plan	Virginia Beach	VA	327
Optimum Choice, Inc.	Rockville	MD	188
Oshkosh Area Health Protection Plan	Wausau	WI	344
Oxford Health Plans	Cranford	NJ	233
Oxford Health Plans	New York	NY	250
PACC Health Plans, Inc.	Clackamas	OR	284
Pacific Health Care	Honolulu	HI	146
Pacific Health Plans	Seattle	WA	333
PacificCare	Oklahoma City	OK	280
PacificCare of Oklahoma-Tulsa	Tulsa	OK	280
PacificCare of Oregon	Lake Oswego	OR	285
PacificCare of Texas, Inc.	San Antonio	TX	312
PacificCare, Inc.	Cypress	CA	98
Paramount Health Care	Toledo	OH	273
PARTNERS Health Plan of Alabama, Inc.	Birmingham	AL	68
PARTNERS Health Plan of Arizona	Tucson	AZ	76
PARTNERS Health Plan of Colorado, Inc.	Denver	CO	110
PARTNERS Health Plan of Georgia, Inc.	Atlanta	GA	141
PARTNERS HMO	St. Louis	MO	217
PARTNERS National Health Plan of Indiana, Inc.	South Bend	IN	163
PARTNERS National Health Plans of North Carolina	Winston-Salem	NC	259
Pasteur Health Plan HMO	Hialeah	FL	134

PLAN NAME	CITY	STATE	PAGE
Patient's Choice, Inc.	Syracuse	NY	250
PCA Health Plans of California	Sacramento	CA	98
PCA Health Plans of Florida, Inc.	Miami	FL	134
PCA Health Plans of Texas, Inc.	Austin	TX	311
Personal Care Plan of North Carolina	Durham	NC	259
Personal Physician Care of Ohio, Inc.	Cleveland	OH	273
PersonalCare Health Management, Inc.	Champaign	IL	156
PHN-HMO, Inc.	Baltimore	MD	189
Physicians Health Network and Physicians Health Services	Evansville	IN	164
Physicians Health Plan of Greater St. Louis, Inc.	St. Louis	MO	217
Physicians Health Plan of North Carolina, Inc.	Greensboro	NC	260
Physicians Health Plan of Northern Indiana	Fort Wayne	IN	164
Physicians Health Plan of Ohio, Inc.	Columbus	OH	274
Physicians Health Plan of South Carolina	Columbia	SC	299
Physicians Health Plan of Utah	Salt Lake City	UT	322
Physicians Health Plan, Inc.	Lansing	MI	206
Physicians Health Plan, Inc. d/b/a Physicians Care	Richmond	VA	327
Physicians Health Service of Connecticut, Inc.	Trumbull	CT	115
Physicians Health Services of New York, Inc.	White Plains	NY	251
Physicians Plus Insurance Corporation	Madison	WI	345
Pilgrim Health Care, Inc.	Norwell	MA	197
Pima Health System	Tucson	AZ	77
Potomac Health	Baltimore	MD	189
Preferred Medical Plan, Inc.	Miami	FL	135
Preferred Plus of Kansas	Wichita	KS	173
PrimeCare Health Plan, Inc.	Milwaukee	WI	345
PrimeHealth of Alabama	Mobile	AL	68
Principal Health Care of Delaware, Inc.	New Castle	DE	119
Principal Health Care of FL, Inc., Jacksonville Division	Jacksonville	FL	136
Principal Health Care of Florida, Pensacola Division	Pensacola	FL	135

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PLAN NAME	CITY	STATE	PAGE
Principal Health Care of Illinois	Chicago	IL	156
Principal Health Care of Kansas City, Inc.	Kansas City	MO	218
Principal Health Care of Louisiana, Inc.	Metairie	LA	180
Principal Health Care of Nebraska, Inc.	Omaha	NE	223
Principal Health Care of Ohio, Inc.	Columbus	OH	274
PruCare of California	Woodland Hills	CA	99
PruCare of Oklahoma	Oklahoma City	OK	281
Prudential Health Care Plan - PruCare of Northern Ohio	Cleveland	OH	275
Prudential Health Care Plan - PruCare Of Tampa Bay	Tampa	FL	137
Prudential Health Care Plan Inc. - PruCare of Connecticut	Norwalk	CT	116
Prudential Health Care Plan Inc. - PruCare of New Jersey	Parsippany	NJ	234
Prudential Health Care Plan Inc. - PruCare of New York	Hauppauge	NY	251
Prudential Health Care Plan Inc. - PruCare of Philadelphia	Horsham	PA	295
Prudential Health Care Plan Inc. - PruCare of South FL	Ft. Lauderdale	FL	136
Prudential Health Care Plan of the Mid-Atlantic	Baltimore	MD	190
Prudential Health Care Plan, Inc. - PruCare of Atlanta	Atlanta	GA	142
Prudential Health Care Plan, Inc. - PruCare of Austin	Austin	TX	312
Prudential Health Care Plan, Inc. - PruCare of Central Ohio	Dublin	OH	275
Prudential Health Care Plan, Inc. - PruCare of Charlotte	Charlotte	NC	260
Prudential Health Care Plan, Inc. - PruCare of Cincinnati	Cincinnati	OH	276
Prudential Health Care Plan, Inc. - PruCare of Houston	Houston	TX	313
Prudential Health Care Plan, Inc. - PruCare of Illinois	Rosemont	IL	157
Prudential Health Care Plan, Inc. - PruCare of Kansas City	Kansas City	MO	218
Prudential Health Care Plan, Inc. - PruCare of Memphis	Memphis	TN	303
Prudential Health Care Plan, Inc. - PruCare of Nashville	Nashville	TN	303

PLAN NAME	CITY	STATE	PAGE
Prudential Health Care Plan, Inc. - PruCare of North Texas	Dallas	TX	313
Prudential Health Care Plan, Inc. - PruCare of Orlando	Maitland	FL	137
Prudential Health Care Plan, Inc. - PruCare of Richmond	Richmond	VA	328
Prudential Health Care Plan, Inc. - PruCare of San Antonio	San Antonio	TX	314
Prudential Health Care Plan, Inc. - PruCare of St. Louis	Creve Coeur	MO	219
Prudential Health Care Plan, Inc. - PruCare of Tulsa	Tulsa	OK	281
Prudential Health Care System - PruCare of Jacksonville	Jacksonville	FL	138
Q Care	Madison	WI	346
Qual-Med - New Mexico Health Plan	Albuquerque	NM	237
Qual-Med California	Oakland	CA	99
Qual-Med Oregon Health Plan	Portland	OR	285
Qual-Med Washington Health Plan, Inc.	Bellevue	WA	333
Qual-Med, Inc.	Pueblo	CO	110
Rio Grande HMO, Inc.	El Paso	TX	314
Riverside Health Plan	Bridgewater	PA	296
Rochester Area HMO, Inc./ d/b/a Preferred Care	Rochester	NY	252
Rocky Mountain HMO	Grand Junction	CO	111
KUSH Health Plans	Chicago	IL	157
Samaritan Health Plan	Phoenix	AZ	77
Sanus Health Plan of Greater New York/New Jersey	Jackson Heights	NY	252
Sanus Health Plan, Inc.	St. Louis	MO	219
Sanus Texas Health Plan, Inc. /Dallas/Fort Worth	Irving	TX	315
Sanus/New York Life Health Plan	Houston	TX	315
Scan Health Plan	Long Beach	CA	100
Scott and White Health Plan	Temple	TX	316
Security Health Plan of WI/ d/b/a Greater Marshfield HP	Marshfield	WI	346
SelectCare HMO	Troy	MI	207
Sentara Health Plan	Virginia Beach	VA	328
Share Health Plan of Illinois, Inc.	Itasca	IL	158
Share Health Plan of Nebraska, Inc.	Omaha	NE	224

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ALPHABETICAL LISTING

PLAN NAME	CITY	STATE	PAGE
Sisters of Providence Good Health Plan of Oregon	Portland	OR	286
Southeast Health Plan of Alabama, Inc.	Birmingham	AL	69
Southern Colorado Health Plan, Inc.	Pueblo	CO	111
Southern Health Plan, Inc. d/b/a The Apple Plan	Memphis	TN	304
Southern Health Services, Inc.	Richmond	VA	329
Southwest, an Aetna Health Plan	Dallas	TX	316
St. Joseph's Omni Health Plan	Stockton	CA	100
St. Louis Labor Health Institute	St. Louis	MO	220
Straub Clinic and Hospital	Honolulu	HI	146
Suburban Health Plan, Inc.	Shelton	CT	116
TakeCare Corporation	Concord	CA	101
Tennessee First Health Plan	Knoxville	TN	304
Tennessee Primary Care Network, Inc.	Nashville	TN	305
Toledo Health Plan	Toledo	OH	276
Total Health Care	Kansas City	MO	220
Total Health Care Plan, Inc.	Cleveland	OH	277
Total Health Care, Inc.	Baltimore	MD	190
Total Health Care, Inc.	Detroit	MI	207
Total Health HMO, Inc. - A CIGNA Company	Great Neck	NY	253
Trane Health Protection Plan	Wausau	WI	347
Travelers Health Network of Ca., Inc. - Sacramento/ Fresno	Rancho Cordova	CA	101
Travelers Health Network of Illinois, Inc.	Naperville	IL	158
Travelers Health Network of Louisiana	Metairie	LA	181
Travelers Health Network of New York, Inc. - Syracuse Div.	East Syracuse	NY	254
Travelers Health Network of New York, Inc. - Metropolitan Div	White Plains	NY	254
Travelers Health Network of Texas - Dallas/Ft. Worth	Richardson	TX	317
Travelers Health Network of Texas - Houston Division	Houston	TX	317

PLAN NAME	CITY	STATE	PAGE
Travelers Health Network of Texas, Inc.	Austin	TX	318
Travelers Health Network of Virginia, Inc.	Norfolk	VA	329
Tri-Health Plan	Columbus	IN	165
Tufts Associated Health Plan	Waltham	MA	197
U-Care HMO, Inc.	Madison	WI	347
U.S. Healthcare	Lake Success	NY	255
U.S. Healthcare	Shelton	CT	117
U.S. Healthcare of New Hampshire, Inc.	Waltham	MA	228
U.S. Healthcare, Inc.	Blue Bell	PA	119
U.S. Healthcare, Inc.	Paramus	NJ	234
U.S. Healthcare, Inc.	Pittsburgh	PA	296
U.S. Healthcare, Inc.	Waltham	MA	198
UCare Minnesota	St. Paul	MN	212
Union Health Service, Inc.	Chicago	IL	159
United Health Of Wisconsin Insurance Co. Inc.	Appleton	WI	348
United Health Plan	Columbus	OH	277
United Health Plan	Inglewood	CA	102
United HealthCare of Georgia, Inc.	Atlanta	GA	142
United HealthCare of Iowa, Inc.	West Des Moines	IA	168
Universal Care Health Plan	Signal Hill	CA	102
University Health Plan	Cincinnati	OH	278
University of Illinois HMO/ Plan Trust	Chicago	IL	159
Utah Community Health Plan	Salt Lake City	UT	322
Valley Health Plan	San Jose	CA	103
ValuCare	Fresno	CA	104
VIP Health Plan	Oxnard	CA	103
Virginia Mason Health Plan	Seattle	WA	334
Vista Health Plans	San Diego	CA	104
Welborn HMO, A Division of Welborn Clinic	Evansville	IN	165
WellCare of New York, Inc.	Newburgh	NY	255
Western Ohio Health Care Plan	Dayton	OH	278
Wisconsin Health Organization Insurance Corporation, Inc.	Milwaukee	WI	348
Yale University Health Plan	New Haven	CT	117

1992

HMOs

by City
and
State

GHAA

Alabama**Birmingham**

Complete Health, Inc.
Health Maintenance Group,
Birmingham Division
PARTNERS Health Plan of Alabama,
Inc.
Southeast Health Plan of Alabama,
Inc.

Fairfield

Health Advantage Plans, Inc.

Huntsville

Health Maintenance Group, Huntsville
Division

Mobile

HMO-Alabama, Inc. d.b.a. Gulf Health
Plans HMO
Mobile Health Plan d/b/a PrimeHealth
PrimeHealth of Alabama

Arizona**Mesa**

Health Choice Arizona

Phoenix

Arizona Physicians IPA, Inc.
CIGNA Healthplan of Arizona, Inc. -
Phoenix
CIGNA Healthplan of AZ/dba CIGNA
Private Practice Plan
FHP Health Care
HMO Arizona
Humana Health Plan Inc. (Phoenix)
Intergroup Healthcare Corporation
Lincoln National Health Plan, Inc.
Maricopa County Health Plan
MetLife HealthCare Network of
Arizona, Inc.
Samaritan Health Plan

Tucson

CIGNA Healthplan of Arizona, Inc. -
Tucson
Intergroup Healthcare Corporation
PARTNERS Health Plan of Arizona
Pima Health System

Arkansas**Little Rock**

American HMO
Baptist Medical System HMO, Inc., d/b/
a Health Advantage
HMO Arkansas, Inc.

California**Burlingame**

Maxicare (Northern California)

Cerritos

FHP, Inc.

Chatsworth

CareAmerica Health Plans, Inc.

Chula Vista

Community Health Group

Concord

TakeCare Corporation

Cypress

PacificCare, Inc.

Fresno

ValuCare

Glendale

CIGNA Independent Practice Network
CIGNA Medical Group Healthplan

Inglewood

United Health Plan

Long Beach

MetLife Healthcare Network of
California, Inc.
Scan Health Plan

Los Altos

Coast Health Plan

Los Angeles

Community Health Plan - LA Cty
Dept. of Health Services
Maxicare (Southern California)

Martinez

Contra Costa Health Plan

Modesto

National Med

Oakland

CIGNA Healthplan of Northern
California
Kaiser Foundation Health Plan, Inc. -
No. California Region
Qual-Med California

Orange

Health Plan of America

Oxnard

VIP Health Plan

Pasadena

AmeriMed
Kaiser Foundation Health Plan, Inc. -
So. California Region

Pleasanton

Lincoln National Health Plan

Pomona

InterValley Health Plan

Rancho Cordova

Foundation Health, A California
Health Plan
Travelers Health Network of Ca., Inc. -
Sacramento/Fresno

Sacramento

PCA Health Plans of California

San Bernardino

Aetna Health Plans of Southern
California, Inc.
Loma Linda Health Plan

San Bruno

Bay Pacific Health Plan

San Diego

Aetna Health Plan of San Diego, Inc.
CIGNA Healthplan of San Diego
Vista Health Plans

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California (continued)

San Francisco

Blue Shield of California HMO
Bridgeway Plan for Health
Chinese Community Health Plan
On Lok Senior Health Services

San Jose

Lifeguard Inc.
Valley Health Plan

San Mateo

Health Plan of San Mateo

Santa Barbara

Freedom Plan

Santa Rosa

Health Plan of the Redwoods

Signal Hill

Universal Care Health Plan

Stockton

St. Joseph's Omni Health Plan

Torrance

Greater South Bay Health Plan

Van Nuys

Health Net

Woodland Hills

CaliforniaCare
PruCare of California

Colorado

Aurora

Comprecare Healthcare Services, Inc.

Colorado Springs

Health Network of Colorado Springs,
Inc.

Denver

CIGNA Healthplan of Colorado, Inc.
Exclusive HealthCare of CO, Inc.
HMO Colorado
Humana Health Plan, Inc.

Kaiser Foundation Health Plan of
Colorado

Lincoln National Health Plan

MetLife HealthCare Network of
Colorado, Inc.

PARTNERS Health Plan of Colorado,
Inc.

Grand Junction

Rocky Mountain HMO

Monte Vista

HMO Health Plans, Inc.

Pueblo

Qual-Med, Inc.
Southern Colorado Health Plan, Inc.

Connecticut

Enfield

CIGNA Healthplan of Connecticut

Farmington

ConnectiCare, Inc.
Kaiser Foundation Health Plan,
Northeast Region

Middletown

Aetna Health Plan of Southern New
England

New Haven

Community Health Care Plan
Yale University Health Plan

North Haven

Constitution HealthCare
M.D. Health Plan

Norwalk

Prudential Health Care Plan Inc. -
PruCare of Connecticut

Shelton

Suburban Health Plan, Inc.
U.S. Healthcare

Trumbull

Physicians Health Service of
Connecticut, Inc.

Delaware

Blue Bell

U.S. Healthcare, Inc.

Concordville

Healthcare Delaware

New Castle

Principal Health Care of Delaware, Inc.

Newark

HMO of Delaware, Inc., The

District of Columbia

Washington

D.C. Chartered Health Plan, Inc.
George Washington University Health
Plan, Inc.
Group Health Association, Inc.
Kaiser Foundation Health Plan of Mid-
Atlantic States, Inc.

Florida

Coral Gables

CAC-Ramsay

Daytona Beach

Florida Health Care Plan, Inc.

Ft. Lauderdale

HIP Network of Florida, Inc.
Prudential Health Care Plan Inc. -
PruCare of South FL.

Gainesville

AV-MED Health Plan

Hialeah

Association I.N.E.D, HMO, Inc.
Pasteur Health Plan HMO

Jacksonville

Anthem Health Plans of Florida, Inc.
HEALTH OPTIONS, INC.
Principal Health Care of FL, Inc.,
Jacksonville Division

Florida (continued)**Jacksonville cont'd**

Prudential Health Care System -
PruCare of Jacksonville

Maitland

CIGNA Healthplan of Florida, Inc. -
Maitland
Humana Medical Plan Inc. (Orlando)
MetLife HealthCare Network of
Florida, Inc.
Prudential Health Care Plan, Inc. -
PruCare of Orlando

Miami

CareFlorida
Century Medical Health Plan, Inc.
Humana Medical Plan Inc. (South
Florida)
JMH Health Plan
Lourdes Health Services
PCA Health Plans of Florida, Inc.
Preferred Medical Plan, Inc.

Miami Lakes

CIGNA Healthplan of South Florida
Family Health Plan, Inc.

Ormond Beach

Humana Medical Plan Inc.

Pensacola

Principal Health Care of Florida,
Pensacola Division

Tallahassee

Capital Group Health Service of
Florida /Capital Healthplan
HealthPlan Southeast

Tampa

Aetna Health Plans of Florida
CIGNA Healthplan of Florida, Inc. -
Tampa
Humana Medical Plan Inc. (Tampa)
Prudential Health Care Plan - PruCare
Of Tampa Bay

Winter Haven

Florida First Health Plan

Georgia**Atlanta**

CIGNA Healthplan of Georgia, Inc.
HMO Georgia
Kaiser Foundation Health Plan of
Georgia, Inc.
MetLife HealthCare Network of
Georgia, Inc.
PARTNERS Health Plan of Georgia,
Inc.
Prudential Health Care Plan, Inc. -
PruCare of Atlanta
United HealthCare of Georgia, Inc.

Augusta

Master Health Plan, Inc.

Guam**Agana**

Guam Memorial Health Plan (GMHP)

Tamuning

FHP, Inc.

Hawaii**Honolulu**

Community Health Program
Health Plan Hawaii
Island Care
Kaiser Foundation Health Plan, Inc. -
Hawaii Region
Pacific Health Care
Straub Clinic and Hospital

Idaho**Boise**

Idaho Preferred Health Care
Lincoln National Health Plan, Inc.

Illinois**Aurora**

Dreyer HMO

Champaign

PersonalCare Health Management, Inc.

Chicago

Aetna Health Plan of Illinois (Chicago)
Chicago HMO Ltd.
Compass Health Care Plans
HMO Illinois
Humana-Michael Reese HMO
Illinois Masonic Community Health
Plan
Maxicare Illinois
Principal Health Care of Illinois
RUSH Health Plans
Union Health Service, Inc.
University of Illinois HMO/ Plan Trust

Des Plaines

CIGNA Healthplan of Illinois

Itasca

Share Health Plan of Illinois, Inc.

Lisle

HealthChicago, Inc.

Lombard

Great Lakes Health Plan

Matteson

American Health Care Providers d/b/a
American HMO

Maywood

MedCare

Naperville

Travelers Health Network of Illinois,
Inc.

Rockford

Clinicare

Rosemont

Prudential Health Care Plan, Inc. -
PruCare of Illinois

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Illinois (continued)

Schaumburg

MetLife HealthCare Network of
Illinois, Inc.

Urbana

CarleCare HMO (a product of Health
Alliance Medical Plans)

Indiana

Columbus

Tri-Health Plan

Evansville

Physicians Health Network and
Physicians Health Services
Welborn HMO, A Division of Welborn
Clinic

Fort Wayne

Lincoln National Health Plan
Physicians Health Plan of Northern
Indiana

Indianapolis

Anthem Health Plan of Indiana, Inc.
Farm Bureau Insurance Managed Care
Plan, Inc.
Health Maintenance of Indiana/ Key
Health Plan
M Plan
Maxicare Indiana

Lafayette

Arnett HMO, Inc.

South Bend

PARTNERS National Health Plan of
Indiana, Inc.

Iowa

Davenport

Heritage National Healthplan

Des Moines

HMO Iowa, Inc.

Dubuque

Medical Associates Health Plan, Inc.

Souix City

Care Choices - Iowa/Mercy Alternative

West Des Moines

United HealthCare of Iowa, Inc.

Kansas

Newton

Healthcare America Plans, Inc.

Overland Park

CIGNA Healthplan of Kansas/
Missouri, Inc. (Kansas City)
Kaiser Foundation Health Plan of
Kansas City, Inc.
Lincoln National Health Plan of
Kansas City, Inc.
MEDPLAN, Inc.
MetLife HealthCare Network of
Kansas City, Inc.

Salina

CIGNA Healthplan of Kansas/
Missouri, Inc. - Salina

Topeka

HMO Kansas, Inc.

Wichita

CIGNA Healthplan of Kansas/Missouri,
Inc.
Preferred Plus of Kansas

Kentucky

Cincinnati

MetLife HealthCare Network of
Kentucky, Inc.

Lexington

HealthWise of Kentucky Ltd.
Humana Health Care Plan, Inc.
(Lexington)

Louisville

Alternative Health Delivery Systems,
Inc.

HMO Kentucky, Inc.

Humana Health Plan Inc. (Louisville)

Louisiana

Baton Rouge

CIGNA Healthplan of Louisiana, Inc.
Community Health Network of
Louisiana
Gulf South Health Plans, Inc.

Metairie

Aetna Health Plan of Louisiana, Inc.
Maxicare Louisiana, Inc.
Ochsner Health Plan
Principal Health Care of Louisiana,
Inc.
Travelers Health Network of Louisiana

Shreveport

CIGNA Healthplan of North Louisiana

Maine

Freeport

Healthsource Maine

South Portland

HMO Maine
Lincoln National Health Plan

Maryland

Baltimore

Chesapeake Health Plan
HealthCare Corporation of the Mid-
Atlantic (dba CareFirst)
PHN-HMO, Inc.
Potomac Health
Prudential Health Care Plan of the
Mid-Atlantic
Total Health Care, Inc.

Bethesda

Lincoln National Health Plan

Maryland (continued)**Columbia**

CIGNA Health Plan of Mid-Atlantic
Columbia Medical Plan, Inc.

Easton

Delmarva Health Plan, Inc.

Greenbelt

HealthPlus, Inc.

Rockville

M.D. Individual Practice Association,
Inc.
Optimum Choice, Inc.

Timonium

Free State Health Plan, Inc.

Massachusetts**Boston**

MetLife HealthCare Network of
Massachusetts, Inc.

Brookline

Harvard Community Health Plan

Cambridge

Bay State Health Care
Harvard University Group Health Plan
MIT Health Plan

Dorchester

Neighborhood Health Plan

Framingham

CIGNA Healthplan of Massachusetts,
Inc.
HMO Blue

Northampton

Community Health Plan:
Massachusetts Region

Norwell

Pilgrim Health Care, Inc.

Springfield

Health New England

Waltham

Tufts Associated Health Plan
U.S. Healthcare, Inc.

West Boylston

Fallon Community Health Plan

Worcester

Central Massachusetts Health Care,
Inc.

Michigan**Ann Arbor**

M-Care

Detroit

Comprehensive Health Services Inc. d/
b/a The Wellness Plan
Health Alliance Plan of Michigan
Life Choice Quality Health Plan
OmniCare Health Plan (formerly
Michigan HMO)
Total Health Care, Inc.

Farmington Hills

Care Choices Health Plans/ Mercy
Alternative

Flint

HealthPlus of Michigan /Genesee
Health Care

Grand Rapids

Blue Care Network, Great Lakes
Butterworth Health Plan
Grand Valley Health Plan

Holland

Lake Shore HMO

Lansing

Blue Care Network - Health Central
Physicians Health Plan, Inc.

Saginaw

Blue Care Network of East Michigan

Southfield

Blue Care Network of Southeast
Michigan

Traverse City

NorthMed/HMO, Inc.

Troy

SelectCare HMO

Minnesota**Minneapolis**

Group Health, Inc.
MedCenters Health Plan, Inc.
Medica
Metropolitan Health Plan

Rochester

Mayo Health Plan

St. Cloud

Central Minnesota Group Health Plan

St. Paul

Blue Plus
NWNL Health Network, Inc.
UCare Minnesota

Two Harbors

First Plan HMO /formerly Community
Health Ctr

Missouri**Clayton**

CIGNA Healthplan of St. Louis

Creve Coeur

Prudential Health Care Plan, Inc. -
PruCare of St. Louis

Kansas City

BLUE-CARE INC.
BMA Selectcare, Inc.
Humana Prime Health
Principal Health Care of Kansas City,
Inc.
Prudential Health Care Plan, Inc. -
PruCare of Kansas City
Total Health Care

1992 NATIONAL DIRECTORY OF HMOs

Missouri (continued)

St. Louis

Blue Choice
Group Health Plan, Inc.
Lincoln National Health Plan
MetLife HealthCare Network, Inc.
PARTNERS HMO
Physicians Health Plan of Greater St. Louis, Inc.
Sanus Health Plan, Inc.
St. Louis Labor Health Institute

Montana

Helena

HMO Montana

Nebraska

Lincoln

HealthAmerica/ Lincoln

Omaha

Exclusive HealthCare, Inc.
HMO Nebraska, Inc.
Principal Health Care of Nebraska, Inc.
Share Health Plan of Nebraska, Inc.

Nevada

Las Vegas

Health Plan of Nevada, Inc.
Humana Health Plan, Inc. (Nevada)

Reno

Hospital Health Plan

New Hampshire

Concord

Healthsource New Hampshire, Inc.

Nashua

Matthew Thornton Health Plan

Waltham

U.S. Healthcare of New Hampshire, Inc.

New Jersey

Concordville

Delaware Valley HMO

Cranford

Medigroup, Inc.
Oxford Health Plans

Denville

CIGNA Healthplan of Northern New Jersey, Inc.
CoMED HMO - A CIGNA Company

Iselin

Aetna Health Plans of New Jersey, Inc.

Paramus

U.S. Healthcare, Inc.

Parsippany

Prudential Health Care Plan Inc. - PruCare of New Jersey

Rochelle Park

MetLife HealthCare Network of Northern New Jersey, Inc.

Somerset

HIP/Rutgers Health Plan

Trenton

Garden State Health Plan
Medigroup Central, Inc.

New Mexico

Albuquerque

FHP Of New Mexico, Inc.
Health Plus of New Mexico, Inc.
HMO New Mexico, Inc.
Lovelace Health Plan, Inc.
Qual-Med - New Mexico Health Plan

New York

Albany

Capital District Physicians' Health Plan

Baldwinsville

Foundation Health Plan (FHP)
Health Services Medical Corp. dba Prepaid Health Plan
Independent Prepaid Health Plan (IPHP)

Bronx

The Bronx Health Plan

Brooklyn

Elderplan, Inc.

Buffalo

Community Blue, HMO of Blue Cross of Western New York, Inc.
Health Care Plan, Inc.
Independent Health

Cooperstown

Community Health Plan: Bassett Region

East Syracuse

Travelers Health Network of New York, Inc. - Syracuse Div.

Great Neck

Total Health HMO, Inc. - A CIGNA Company

Hauppauge

Prudential Health Care Plan Inc. - PruCare of New York

Jackson Heights

Sanus Health Plan of Greater New York/New Jersey

Kingston

Mid-Hudson Health Plan, (MHP), Inc.

Lake Success

MetLife HealthCare Network of New York, Inc.
U.S. Healthcare

New York (continued)

Latham

Community Health Plan: Capital Area Region

Melville

ChoiceCare - Long Island

New Hyde Park

Managed Health, Inc.

New York

Empire Blue Cross/Blue Shield Healthnet

Health Insurance Plan of Greater New York

Metropolitan Health Plan/HMO
Oxford Health Plans

Newburgh

WellCare of New York, Inc.

Poughkeepsie

Community Health Plan: Hudson Valley Region

Purchase

Aetna Health Plans of New York, Inc.

Rochester

Blue Choice

Group Health

Rochester Area HMO, Inc./ d/b/a Preferred Care

Schenectady

Mohawk Valley Physicians Health Plan

Syracuse

Patient's Choice, Inc.

Tarrytown

Independent Health

Utica

BlueCARE Plus

White Plains

Physicians Health Services of New York, Inc.

Travelers Health Network of New York, Inc.-Metropolitan Div

North Carolina

Charlotte

Maxicare North Carolina, Inc.

Prudential Health Care Plan, Inc. - PruCare of Charlotte

Durham

HMO of North Carolina, Inc.

Personal Care Plan of North Carolina

Greensboro

Physicians Health Plan of North Carolina, Inc.

Raleigh

Carolina Physicians Health Plan, Inc.

CIGNA Healthplan of NC, Inc. (Formerly EQUICOR Health Plan)

Kaiser Foundation Health Plan of North Carolina

Lincoln National Health Plan

Winston-Salem

PARTNERS National Health Plans of North Carolina

North Dakota

Fargo

CareChoice

Rugby

Heart of America HMO

Ohio

Bellaire

Health Guard

Cincinnati

ChoiceCare

Health Maintenance Plan

Humana Health Plan of Ohio, Inc.

Lincoln National Health Plan, Inc. (TakeCare)

MetLife HealthCare Network of Ohio, Inc.

Prudential Health Care Plan, Inc. - PruCare of Cincinnati
University Health Plan

Cleveland

Aetna Health Plan of Northern Ohio, Inc.

CIGNA Healthplan of Ohio, Inc. Cleveland

Kaiser Foundation Health Plan of Ohio

Personal Physician Care of Ohio, Inc.

Prudential Health Care Plan - PruCare of Northern Ohio

Total Health Care Plan, Inc.

Columbus

CIGNA Healthplan of Ohio, Inc. Columbus

Family HealthNet of Ohio

Physicians Health Plan of Ohio, Inc.

Principal Health Care of Ohio, Inc. United Health Plan

Dayton

CIGNA Healthplan of Ohio, Inc. - Dayton

DayMed Health Maintenance Plan, Inc. Western Ohio Health Care Plan

Dublin

Prudential Health Care Plan, Inc. - PruCare of Central Ohio

Marion

HealthOhio, Inc.

Massillon

HomeTown Hospital Health Plan

Miamisburg

Health Power of Dayton, Inc.

Newark

Licking Memorial Hospital Health Plan

St. Clairsville

Health Plan of the Upper Ohio Valley, Inc.

Toledo

Family Health Plan

HMO Health Ohio

Medical Value Plan (MVP)

Paramount Health Care

Toledo Health Plan

1992 NATIONAL DIRECTORY OF HMOs

Ohio (continued)

Worthington

In Health

Oklahoma

Oklahoma City

BlueLines

CIGNA Healthplan of OK, Inc.
(Formerly EQUICOR Health Plan)

PacifiCare

PruCare of Oklahoma

Tulsa

PacifiCare of Oklahoma- Tulsa

Prudential Health Care Plan, Inc. -
PruCare of Tulsa

Oregon

Clackamas

PACC Health Plans, Inc.

Eugene

HealthGuard Services, Inc. /SelectCare

Lake Oswego

PacifiCare of Oregon

Medford

Health Masters of Oregon

Portland

Health Maintenance of Oregon

Kaiser Foundation Health Plan of the
Northwest

Qual-Med Oregon Health Plan

Sisters of Providence Good Health Plan
of Oregon

Salem

Capitol Health Care

Pennsylvania

Bala Cynwyd

Aetna Health Plans of Eastern
Pennsylvania

Blue Bell

HMO PA - U.S. Healthcare

Bridgewater

Riverside Health Plan

Camp Hill

Keystone Health Plan Central

Danville

Geisinger Health Plan

Harrisburg

HealthAmerica Pennsylvania, Inc.
(Central PA)

Horsham

Prudential Health Care Plan Inc. -
PruCare of Philadelphia

Lancaster

HealthGuard of Lancaster Inc.

Lester

CIGNA Healthplan of the Delaware
Valley

Philadelphia

Greater Atlantic Health Service, Inc.
Healthcare Management Alternatives,
Inc.

Keystone Health Plan East, Inc.

Mercy Health Plan

Pittsburgh

Aetna Health Plans of Western
Pennsylvania, Inc.

Central Medical Health Plan

HealthAmerica Pennsylvania, Inc.

Keystone Health Plan West, Inc.

U.S. Healthcare, Inc.

Wayne

Freedom Health Care

Wilkes Barre

HMO of Northeastern Pennsylvania

Rhode Island

Providence

HMO Rhode Island

Warwick

Ocean State Physicians Health Plan,
Inc.

South Carolina

Charleston

Healthsource South Carolina

Columbia

Companion Health Care Corp.
Physicians Health Plan of South
Carolina

Greenville

Maxicare South Carolina, Inc.

South Dakota

Sioux Falls

DAKOTACARE

Tennessee

Chattanooga

CareChoice - Chattanooga

Knoxville

Tennessee First Health Plan

Memphis

CIGNA Health Plan of Tennessee
(Formerly EQUICOR Health Plan)

Prudential Health Care Plan, Inc. -
PruCare of Memphis

Southern Health Plan, Inc. d/b/a The
Apple Plan

Nashville

Aetna Health Plan of Tennessee

CIGNA Healthplan of TN, Inc.
(Formerly EQUICOR Health Plan)

Tennessee (continued)**Nashville cont'd**

Prudential Health Care Plan, Inc. -
PruCare of Nashville
Tennessee Primary Care Network, Inc.

Texas**Amarillo**

Greater Amarillo Health Plan Inc.

Austin

PCA Health Plans of Texas, Inc.
Prudential Health Care Plan, Inc. -
PruCare of Austin
Travelers Health Network of Texas,
Inc.

Corpus Christi

Coastal Bend Health Plan, Inc.
Humana Health Plan of TX, Inc. dba
Humana HP Corpus Christi

Dallas

Kaiser Foundation Health Plan of
Texas
Prudential Health Care Plan, Inc. -
PruCare of North Texas
Southwest, an Aetna Health Plan

El Paso

Rio Grande HMO, Inc.

Fort Worth

Harris Methodist Health Plan

Houston

Aetna National Health Plans of Texas,
Inc.
Anthem Health Plans of Texas, Inc.
CIGNA Healthplan of Texas, Inc /
Houston Division
Prudential Health Care Plan, Inc. -
PruCare of Houston
Sanus/New York Life Health Plan
Travelers Health Network of Texas -
Houston Division

Irving

CIGNA Healthplan of Texas
MetLife HealthCare Network of Texas,
Inc.

Sanus Texas Health Plan, Inc. /Dallas/
Fort Worth

Richardson

Travelers Health Network of Texas -
Dallas/Ft. Worth

San Antonio

Humana Health Plan of TX, Inc. dba
Humana HP of San Antonio
PacifiCare of Texas, Inc.
Prudential Health Care Plan, Inc. -
PruCare of San Antonio

Temple

Scott and White Health Plan

Utah**Murray**

Educators Health Care, Inc.

Salt Lake City

CIGNA Healthplan of Utah, Inc.
(Formerly EQUICOR Health Plan)
Employees Choice Health Option
FHP, Inc. (Utah Region)
HealthWise
IHC Care, Inc.
Physicians Health Plan of Utah
Utah Community Health Plan

Vermont**Williston**

Community Health Plan: Vermont
Region

Virginia**Falls Church**

Aetna Health Plans of the Mid-
Atlantic, Inc.

Glen Allen

CIGNA Healthplan of Virginia, Inc. -
Richmond

Norfolk

Travelers Health Network of Virginia,
Inc.

Richmond

HealthKeepers of Virginia, Inc.
HMO Virginia, Inc.
Physicians Health Plan, Inc. d/b/a
Physicians Care
Prudential Health Care Plan, Inc. -
PruCare of Richmond
Southern Health Services, Inc.

Vienna

CapitalCare, Inc.

Virginia Beach

CIGNA Healthplan of Virginia, Inc. -
Virginia Beach
Optima Health Plan
Sentara Health Plan

Washington**Bellevue**

Qual-Med Washington Health Plan,
Inc.

Mercer Island

Network Health Plan, Inc.

Seattle

CIGNA Healthplan of Washington Inc.
Good Health Plan of Washington Inc.
Group Health Cooperative of Puget
Sound
HealthPlus
HMO Washington
Pacific Health Plans
Virginia Mason Health Plan

Wisconsin**Appleton**

United Health Of Wisconsin Insurance
Co. Inc.

Eau Claire

Group Health Cooperative of Eau
Claire
Midelfort Clinic Health Plan

1992 NATIONAL DIRECTORY OF HMOs

Wisconsin (continued)

Green Bay

Employer's Health Care Plan

Hudson

HMO Midwest

Madison

AllHealth

Group Health Cooperative of South
Central Wisconsin

Physicians Plus Insurance Corporation

Q Care

U-Care HMO, Inc.

Marshfield

Security Health Plan of WI/ d/b/a
Greater Marshfield HP

Menasha

Network Health Plan of Wisconsin

Middleton

DeanCare HMO

Milwaukee

Compcare Health Services Insurance
Corporation

Family Health Plan Cooperative

Managed Health Services Insurance
Corporation (MHSIC)

Maxicare Health Insurance Company -
Wisconsin

MetLife HealthCare Network of
Wisconsin, Inc.

PrimeCare Health Plan, Inc.

Wisconsin Health Organization
Insurance Corporation, Inc.

Sauk City

HMO of Wisconsin Insurance
Corporation

Wausau

Eau Claire Health Protection Plan

Greater La Crosse Health Plans, Inc.

Greater Wisconsin Rapids Health
Protection Plan

Green Bay Health Protection Plan

North Central Health Protection Plan

Oshkosh Area Health Protection Plan

Trane Health Protection Plan

1992

Individual
HMO
Profiles
(By State)

GHAA

Complete Health, Inc.

2160 Highland Ave.
Birmingham, AL 35205
Phone: (205)933-7661

Executive Name: William W. Featheringill
Title: President and CEO
Medical Director: Kenneth L. Burkhardt, M.D.
Marketing: A. G. Covin
Finance: Joseph T. McSorley

Operational Date
03/01/1986

Model Type(s)
IPA

Service Area
State of Alabama

Enrollment
124,021 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,398
Hospitals (Contracted With or Used Regularly):	47

**HMO-Alabama, Inc. d.b.a.
Gulf Health Plans HMO**

2700 Grant Street
Mobile, AL 36606
Phone: (205)470-5900

Executive Name: Douglas Tanner
Title: President
Medical Director: John L. Dixon, M.D.
Marketing:
Finance: Wayne Brannon

Operational Date
04/01/1989

Model Type(s)
Network

Service Area
Mobile, Baldwin, Washington, and Clarke counties in
Alabama

Enrollment
7,451 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Infirmary Health Systems, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	356
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

Health Advantage Plans, Inc.

701 Lloyd Nolan Pkwy.
Fairfield, AL 35064
Phone: (205)783-5292

Executive Name: Pam Nichols
Title: Director
Medical Director: Robert Geller, M.D.
Marketing: Gary Spencer
Finance:

Operational Date
09/01/1986

Model Type(s)
Staff
Group

Service Area
Jefferson, Shelby, Walker, Bibb, Blount, Tuscaloosa and St. Clair Counties

Enrollment
6,874 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lloyd Noland Foundation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	100
Hospitals (Contracted With or Used Regularly):	2

Health Maintenance Group, Birmingham Division

936 South 19th Street
Birmingham, AL 35205
Phone: (205)985-5590

Executive Name: E. Gene Thrasher
Title: President
Medical Director: Robert C. Geller, M.D.
Marketing: Leonard Jones
Finance: Phillip Pope

Operational Date
05/01/1976

Model Type(s)
Group

Service Area
Jefferson, Shelby, Bibb, Blount, Chilton, Walker, Winston, Coosa, Cullman, Fayette, St. Clair, Talladega, and Tuscaloosa Counties

Enrollment
7,169 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Alabama

Managed By
BC & BS of Alabama

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	58
Hospitals (Contracted With or Used Regularly):	1

Health Maintenance Group, Huntsville Division

495 Wynn Drive
Huntsville, AL 35805
Phone: (205)726-9100

Executive Name: E. Gene Thrasher
Title: President
Medical Director: Patrick E. Ryce, M.D.
Marketing: N. Thomas Hudgins
Finance: Phillip Pope

Operational Date
05/01/1988

Model Type(s)
IPA

Service Area
Madison, Morgan, Marshall, Lawrence, Limestone and
Jackson Counties

Enrollment
2,100 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Alabama

Managed By
BC & BS of Alabama

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	45
Hospitals (Contracted With or Used Regularly):	1

Mobile Health Plan d/b/a PrimeHealth

1400 University Blvd. South
Mobile, AL 36609
Phone: (205)342-0022

Executive Name: Becky S. Holliman
Title: Executive Director
Medical Director: Winfred Stringer, M.D.
Marketing: Todd C. Skaggs
Finance: Jeffrey Zoghby, CPA

Operational Date
10/01/1984

Model Type(s)
Staff

Service Area
Mobile and Baldwin Counties; southern portions of
Washington County

Enrollment
18,463 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
PrimeHealth

Managed By
PrimeHealth

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	35
Physicians (Primary and Secondary):	262
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

PARTNERS Health Plan of Alabama, Inc.

600 Beacon Parkway West
Suite 500
Birmingham, AL 35209
Phone: (205)942-5787

Executive Name: Robert R. Vogel
Title: Chief Executive Officer
Medical Director: Robert Osburne, M.D.
Marketing: Jeffrey Winokur
Finance: Robert Richey

Operational Date
06/01/1986

Model Type(s)
IPA

Service Area
Jefferson, St. Clair, Shelby, Walker, and Blount Counties

Enrollment
39,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Baptist Medical Centers

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	8

PrimeHealth of Alabama

1400 University Blvd. South
Mobile, AL 36609
Phone: (205)342-0022

Executive Name: Becky S. Holliman
Title: Executive Director
Medical Director: Winfred Stringer, M.D.
Marketing: Todd C. Skaggs
Finance: Jeffrey Zoghby, CPA

Operational Date
01/01/1992

Model Type(s)
Staff
Network

Service Area
Mobile and Baldwin Counties; southern portions of
Washington County

Tax Status
For-profit

Owner/Affiliate
PrimeHealth

Managed By
PrimeHealth

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	35
Physicians (Primary and Secondary):	262
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

Southeast Health Plan of Alabama, Inc.

104 Inverness Center Place
Suite 600
Birmingham, AL 35242
Phone: (205)991-6000

Executive Name: George B. Salem
Title: President and CEO
Medical Director: Richard McLaughlin, M.D.
Marketing: Andrew M. Wood, III
Finance: C. Gregory Weyandt

Operational Date
01/01/1985

Model Type(s)
IPA

Service Area
Autauga, Baldwin, Bibb, Cullman, Elmore, Blount,
Montgomery, Morgan, Chilton, Walker, Washington,
Jefferson, Madison, Shelby, Tuscaloosa, Mobile and St.
Clair Counties

Enrollment
65,860 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,597
Hospitals (Contracted With or Used Regularly):	37

Arizona Physicians IPA, Inc.

4041 N. Central Avenue
Building B
Phoenix, AZ 85012
Phone: (602)274-6102

Executive Name: Joseph P. Anderson
Title: President and CEO
Medical Director: Arthur L. Pelberg, M.D.
Marketing: Jack Nock
Finance: Timothy J. Hyland, CPA

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
Statewide

Enrollment
113,349 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Samaritan HthSvc/Tucson MedCtr

Managed By
Schaller Anderson, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	900
Hospitals (Contracted With or Used Regularly):	35

GHAA MEMBER**CIGNA Healthplan of AZ,/dba
CIGNA Private Practice Plan**

11001 No. Black Canyon
Highway
Phoenix, AZ 85029
Phone: (602)942-4462

Executive Name: Clyde Wright, M.D.
Title: Regional Managed Care Officer
Medical Director: Robert F. Beauchamp, M.D.
Marketing: Mark Besh
Finance: Don Blanka

Operational Date
05/01/1986

Model Type(s)
IPA

Service Area
Statewide

Enrollment
95,436 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,587
Hospitals (Contracted With or Used Regularly):	33

GHAA MEMBER

**CIGNA Healthplan of
Arizona, Inc. - Phoenix**

11001 N. Black Canyon Highway
Suite 400
Phoenix, AZ 85029
Phone: (602)942-4462

Executive Name: Clyde A. Wright, M.D.
Title: Regional Managed Care Officer
Medical Director: Zachary Gerbarg, M.D.
Marketing: Mark Besh
Finance: Don Blanka

Operational Date
11/01/1972

Model Type(s)
Staff

Service Area
Maricopa County

Enrollment
128,417 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	15
Physicians (Primary and Secondary):	254
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER**CIGNA Healthplan of
Arizona, Inc. - Tucson**

4907 E. Broadway
Suite 100
Tucson, AZ 85711
Phone: (602)571-6500

Executive Name: Mitch Hall
Title: Administrator/Executive Dir.
Medical Director: Gil Burkel, M.D.
Marketing: David Moonies
Finance: Mitchell Hall

Operational Date
01/01/1981

Model Type(s)
IPA
Staff

Service Area
Pima, Pinal, Chochise, Santa Cruz, Graham, and Greenlee
Counties

Enrollment
26,187 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	387
Hospitals (Contracted With or Used Regularly):	9

GHAA MEMBER

FHP Health Care

410 N. 44th Street
P.O. Box 52078
Phoenix, AZ 85072-2078
Phone: (602)244-8200

Executive Name: Ryan Trimble, DDS
Title: Regional Vice President
Medical Director: Richard Jacobs, M.D.
Marketing: Robert Whiting
Finance: Lloyd Wright

Operational Date
02/01/1986

Model Type(s)
IPA
Staff

Service Area
Maricopa County, Pima County and portions of Pinal County

Enrollment
110,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
FHP, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	9
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

HMO Arizona

2444 W. Las Palmaritas Drive
P.O. Box 13466
Phoenix, AZ 85002
Phone: (602)864-4252

Executive Name: Julie Holtorf
Title: Executive Director
Medical Director: Kenneth Smithson, M.D.
Marketing: Dave Quitno
Finance: Dave Ward

Operational Date
07/01/1987

Model Type(s)
IPA

Service Area
Maricopa, Pima, Cochise, and Santa Cruz Counties

Enrollment
30,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS Arizona

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,650
Hospitals (Contracted With or Used Regularly):	33

Health Choice Arizona

460 N. Mesa Drive
#212
Mesa, AZ 85201
Phone: (602)827-7500

Executive Name: Jeffrey Ettinger
Title: Chief Executive Officer
Medical Director: Darryl Beehler, D.O.
Marketing: Gail Silverstein
Finance: Dale Nuyen

Operational Date
10/01/1990

Model Type(s)
Staff

Service Area
Mesa, Phoenix and Tucson

Enrollment
13,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Summit Health, Ltd.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	282
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER**Humana Health Plan Inc.
(Phoenix)**

2231 E. Camelback Road
Suite 208
Phoenix, AZ 85016-3453
Phone: (602)840-1851

Executive Name: Michael Seltzer
Title: Executive Director
Medical Director: Joel Bettigole, M.D.
Marketing: Glenn Padulla
Finance: Scott Johnson

Operational Date
09/01/1987

Model Type(s)
IPA

Service Area
Maricopa County

Enrollment
27,083 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Humana Health Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,163
Hospitals (Contracted With or Used Regularly):	9

GHAA MEMBER

Intergroup Healthcare Corporation

1010 N. Finance Center Drive
Tucson, AZ 85710
Phone: (602)721-4444

Executive Name: Charles F. Barrett
Title: President & CEO
Medical Director: Philip E. Dew, M.D.
Marketing: Sharyn Breck
Finance: Carwin Y. Peterson

Operational Date
11/01/1981

Model Type(s)
Network

Service Area
Pima, Santa Cruz, and Cochise Counties

Enrollment
106,496 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Intergroup Healthcare Corp.

Managed By
Intergroup Healthcare Corp.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	67
Physicians (Primary and Secondary):	551
Hospitals (Contracted With or Used Regularly):	16

GHAA MEMBER

Intergroup Healthcare Corporation

2800 N. 44th Street
Suite 500
Phoenix, AZ 85008
Phone: (602)820-1441

Executive Name: Charles F. (Rick) Barrett
Title: President & CEO
Medical Director: Philip E. Dew, M.D.
Marketing: Kevin Buron
Finance: Carwin Y. Peterson

Operational Date
08/01/1984

Model Type(s)
Network

Service Area
Maricopa County

Enrollment
107,158 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Intergroup Healthcare Corp.

Managed By
Intergroup Healthcare Corp.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	24
Physicians (Primary and Secondary):	1,350
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

**Lincoln National Health Plan,
Inc.**

7776 Pointe Parkway West
Ste. 100
Phoenix, AZ 85044
Phone: (602)438-1005

Executive Name: Stephen Lindstrom
Title: Vice President/General Manager
Medical Director:
Marketing: [redacted] Marting
Finance: John Harris

Operational Date
08/01/1984

Model Type(s)
IPA
Network

Service Area
Arizona

Enrollment
5,100 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln National Corporation

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,700
Hospitals (Contracted With or Used Regularly):	23

Maricopa County Health Plan

2121 East Magnolia
Suite B
Phoenix, AZ 85034
Phone: (602)389-4700

Executive Name: Foster M. Northrup
Title: Director
Medical Director: Leonard Tamsky, M.D.
Marketing: Richard Zazueta
Finance: Arthur Reeves

Operational Date
10/10/1982

Model Type(s)
Staff

Service Area
Maricopa County

Enrollment
41,443 as of 12/31/1991

Tax Status
Nonprofit

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	14
Physicians (Primary and Secondary):	635
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

MetLife HealthCare Network of Arizona, Inc.

1314 N. 3rd Street
Ste. 300
Phoenix, AZ 85004
Phone: (602)252-3846

Executive Name: Kathleen Garast
Title: President
Medical Director: W.J. Semmens, M.D.
Marketing:
Finance:

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
Maricopa County

Enrollment
7,223 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,882
Hospitals (Contracted With or Used Regularly):	41

GHAA MEMBER

PARTNERS Health Plan of Arizona

5210 East Williams Circle
Suite 300
Tucson, AZ 85711
Phone: (602)748-8020

Executive Name: Paul Zucarelli
Title: Executive Director
Medical Director: Drs. Buchbaum & Goldfein
Marketing: Jim Jones
Finance: Jeff Askam

Operational Date
09/01/1986

Model Type(s)
IPA
Group

Service Area
Cochise, Graham, Greenlee, Pima, Santa Cruz, Yuma,
Maricopa, and Pinal Counties

Enrollment
69,954 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna/Tucson Medical Center

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	556
Hospitals (Contracted With or Used Regularly):	8

Pima Health System

1161 N. El Dorado Place
Suite A-100
Tucson, AZ 85719
Phone: (602)721-1287

Executive Name: Jim Murphy
Title: Director
Medical Director: Sam Goldfein, M.D.
Marketing: Sandra Valdez
Finance: Paul Axinn

Operational Date
10/01/1982

Model Type(s)
IPA
Group

Service Area
Pima County

Enrollment
17,201 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Pima County Government

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	130
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER**Samaritan Health Plan**

5300 N. Central Avenue
Phoenix, AZ 85012
Phone: (612)230-1555

Executive Name: Phyllis Biedess
Title: President & CEO
Medical Director: Louis Newton, M.D.
Marketing: John Heinsman
Finance: Chuck Phillips

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
State of Arizona

Enrollment
35,800 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Samaritan Health Services

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,232
Hospitals (Contracted With or Used Regularly):	18

American HMO

900 South Shackleford Road
#3 Financial Ctr., Suite 509
Little Rock, AR 72211
Phone: (501)221-3534

Executive Name: Shantu Roychoudhari
Title: V.P. Administration
Medical Director: Nalini Thakrar, M.D.
Marketing: Marlin McKelvy
Finance: Ramakanth Rallapali

Operational Date

06/01/1985

Model Type(s)

IPA

Service Area

Pulaski, Faulkner, Saline, Lonoke, and Jefferson Counties

Enrollment

8,000 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

American Health Care Providers

Managed By

American Health Care Providers

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	339
Hospitals (Contracted With or Used Regularly):	9

Baptist Medical System HMO, Inc., d/b/a Health Advantage

10816 Executive Center Drive
Suite 300
Little Rock, AR 72211
Phone: (501)221-1800

Executive Name:
Title:
Medical Director: A. Chudy, M.D.
Marketing: Sam Bates
Finance: Randall Crow

Operational Date

07/01/1986

Model Type(s)

IPA

Service Area

Pulaski County

Enrollment

23,489 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Baptist Medical System

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	400
Hospitals (Contracted With or Used Regularly):	3

HMO Arkansas, Inc.

320 W. Capitol
Suite 500
Little Rock, AR 72201
Phone: (501) 378-3720

Executive Name: Mike Brown
Title: Executive Director
Medical Director: Robert Benafield, M.D.
Marketing: Jim Bailey
Finance: Jan Harrelson

Operational Date
12/01/1985

Model Type(s)
IPA

Service Area
Counties of Pulaski, Saline, Lonoke, Faulkner, Sebastian,
Crawford, Scott, Logan, Franklin and Johnson

Enrollment
17,216 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
AR Blue Cross & Blue Shield

FEHBP:	No	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	689
Hospitals (Contracted With or Used Regularly):	18

Aetna Health Plan of San Diego, Inc.

7676 Hazard Center Drive
Suite 1000
San Diego, CA 92108
Phone: (619)497-0046

Executive Name: Edward C. Cymerys
Title: Vice President, AHP
Medical Director: Antonio Linares, M.D.
Marketing: Bill Gregory
Finance: Ralph Pennington

Operational Date
08/31/1983

Model Type(s)
IPA

Service Area
San Diego County

Enrollment
52,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Ins. Co/Quality Net

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,239
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER**Aetna Health Plans of Southern California, Inc.**

303 E. Vanderbilt Way
San Bernardino, CA 92408
Phone: (714)808-2060

Executive Name: Michael Dobbs
Title: President and CEO
Medical Director: Richard M. Burns, M.D.
Marketing: Michael Dobbs
Finance: Craig Dupont

Operational Date
08/05/1981

Model Type(s)
IPA

Service Area
Riverside, San Bernardino, Orange, Los Angeles Counties

Enrollment
111,368 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	6,800
Hospitals (Contracted With or Used Regularly):	80

GHAA MEMBER

AmeriMed

333 S. Arroyo Parkway
Pasadena, CA 91105-2515
Phone: (818)577-9896

Executive Name: Thomas A. Maloof
Title: President
Medical Director: Stephan Bass, M.D.
Marketing: Michael Gallagher
Finance: Donald Comstock

Operational Date
01/01/1974

Model Type(s)
Network

Service Area
Los Angeles, San Bernardino, and Ventura Counties

Enrollment
109,698 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Century MediCorp, Inc.

Managed By
AmeriMed

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	250
Physicians (Primary and Secondary):	2,000
Hospitals (Contracted With or Used Regularly):	35

Bay Pacific Health Plan

1111 Bayhill Drive
Suite 300
San Bruno, CA 94066
Phone: (415)952-5000

Executive Name: Paul Swenson
Title: President
Medical Director: Joseph V. Cook, M.D.
Marketing: Robert Mendonsa
Finance: Sue Myrick

Operational Date
03/29/1979

Model Type(s)
IPA

Service Area
Alameda, Contra Costa, Marin, San Francisco, San Mateo,
and Santa Clara Counties

Enrollment
102,988 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Company

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	3,331
Hospitals (Contracted With or Used Regularly):	28

GHAA MEMBER

Blue Shield of California HMO

P.O. Box 7168
San Francisco, CA 94120-7168
Phone: (415)677-2601

Executive Name: Robert C. Nickel
Title: Senior Vice President, HMO
Medical Director: Dr. Arthur Riesenfeld
Marketing: Joseph Tyszkiewicz
Finance: Mike Ganahl

Operational Date
07/09/1988

Model Type(s)
Network

Service Area
Alameda, Contra Costa, Del Norte, Humboldt, Los Angeles,
Orange, Sacramento, San Francisco, San Joaquin, Santa
Cruz, Shasta, Solano, Stanislaus, Trinity, and Yolo
Counties; portions of eight additional counties

Enrollment
73,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Blue Shield of California

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	8,528
Hospitals (Contracted With or Used Regularly):	98

GHAA MEMBER

Bridgeway Plan for Health

1700 California Street
Suite 500
San Francisco, CA 94109
Phone: (415)293-3915

Executive Name: Robert E. Edmondson
Title: President and CEO
Medical Director: Robert L. Simons, M.D.
Marketing: Jerry Hill
Finance: John Volkober

Operational Date
10/01/1975

Model Type(s)
Network

Service Area
San Francisco, San Mateo, Alameda, Contra Costa, Marin,
Solano, Napa, Yolo, Placer, Sacramento, Sonoma and Santa
Clara Counties

Enrollment
65,858 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
California Pacific Health

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,100
Hospitals (Contracted With or Used Regularly):	41

**CIGNA Healthplan of
Northern California**

1999 Harrison Street
Ste. 1000
Oakland, CA 94612
Phone: (415)273-8400

Executive Name: Jenni Vargas
Title: Executive Director
Medical Director: Gifford Boyce-Smith, M.D.
Marketing: Wayne Dahlgren
Finance: Patricia Warren

Operational Date
08/01/1987

Model Type(s)
IPA

Service Area
Alameda, Contra Costa, Marin, San Francisco, San Mateo,
Santa Clara, Santa Cruz, Solano, and Sonoma Counties

Enrollment
28,709 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

Managed By
CIGNA Healthplans of CA

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,000
Hospitals (Contracted With or Used Regularly):	36

GHAA MEMBER**CIGNA Healthplan of San
Diego**

9808 Scranton Road
Suite 400
San Diego, CA 92121
Phone: (619)457-5402

Executive Name: Channing Wheeler
Title: V.P. & General Manager
Medical Director: Louis Filiatraut, M.D.
Marketing: Jill Martin
Finance: Patricia Warren

Operational Date
12/01/1983

Model Type(s)
IPA

Service Area
San Diego

Enrollment
25,176 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,400
Hospitals (Contracted With or Used Regularly):	18

GHAA MEMBER

CIGNA Independent Practice Network

505 No. Brand Blvd.
Suite 500
Glendale, CA 91203
Phone: (818)500-6262

Executive Name: Bert B. Wagener
Title: President
Medical Director: Michael Owens, M.D.
Marketing: Jay Sherman
Finance: Patricia Warren

Operational Date
11/01/1985

Model Type(s)
IPA

Service Area
Los Angeles, Orange, Riverside, San Bernardino, Santa Barbara, and Ventura Counties

Enrollment
122,529 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

Managed By
CIGNA Healthplans of CA

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,000
Hospitals (Contracted With or Used Regularly):	62

GHAA MEMBER**CIGNA Medical Group Healthplan**

505 No. Brand Blvd.
Suite 400
Glendale, CA 91203
Phone: (818)500-6262

Executive Name: Bert B. Wagener
Title: President
Medical Director: James G. Bowerman, M.D.
Marketing: Jay Sherman
Finance: Patricia Warren

Operational Date
09/01/1929

Model Type(s)
Staff

Service Area
Los Angeles, Orange, Riverside, San Bernardino, Ventura Counties

Enrollment
310,538 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

Managed By
CIGNA Healthplans of CA

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	26
Physicians (Primary and Secondary):	415
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

CaliforniaCare

21555 Oxnard Street
Woodland Hills, CA 91367
Phone: (818)703-2602

Executive Name: Bernard Crowley
Title: Vice President & Exec. Dir.
Medical Director: Dr. David Chernoff
Marketing: Joseph Zouzonis
Finance: Karen Vigil

Operational Date
07/01/1986

Model Type(s)
Network

Service Area
State of California

Enrollment
358,991 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Blue Cross of California

Managed By
Blue Cross of California

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1,567
Physicians (Primary and Secondary):	14,578
Hospitals (Contracted With or Used Regularly):	213

CareAmerica Health Plans, Inc.

20520 Nordhoff Street
Chatsworth, CA 91311-6191
Phone: (818)407-2222

Executive Name: Larry D. Gray
Title: President/CEO
Medical Director: S.Bloom,MD/J. Reilly, MD
Marketing: Kandis Larkey
Finance: Paul J. Kimmins

Operational Date
12/01/1985

Model Type(s)
IPA

Service Area
Los Angeles, Orange, Riverside, San Bernardino and Ventura Counties

Enrollment
153,117 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
UniHealth America

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,516
Hospitals (Contracted With or Used Regularly):	61

GHAA MEMBER

Chinese Community Health Plan

835 Jackson Street
San Francisco, CA 94133
Phone: (415)397-3190

Executive Name: K.C. Wong
Title: Administrator
Medical Director: Edward A. Chow, M.D.
Marketing: Connie Tam
Finance: Steve Tsang

Operational Date
10/01/1987

Model Type(s)
IPA

Service Area
City and County of San Francisco

Enrollment
6,240 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Chinese Hospital Association

Managed By
Chinese Hospital Association

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	123
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Coast Health Plan

5150 El Camino Real
Suite D15
Los Altos, CA 94022-1527
Phone: (415)691-1555

Executive Name: Bebe Hoppe
Title: President and CEO
Medical Director: Lawrence William, M.D.
Marketing: Jack Kelly
Finance: Susan Jackson

Operational Date
02/01/1987

Model Type(s)
IPA

Service Area
Santa Clara County and southern San Mateo County

Enrollment
2,500 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
El Camino Hospital District

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	450
Hospitals (Contracted With or Used Regularly):	3

Community Health Group

4386 Otay Valley Road
Ste. 207
Chula Vista, CA 92011
Phone: (619)422-0422

Executive Name: Gabriel Arce
Title: CEO
Medical Director: Arthur Martinez, M.D.
Marketing: Joseph Garcia
Finance: Victor Gonzalez

Operational Date
11/01/1986

Model Type(s)
Staff

Service Area
Part of San Diego County (southern and central)

Enrollment
13,518 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
San Ysidro Health Center, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	71
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER**Community Health Plan - LA
City Dept. of Health Services**

313 N. Figueroa Street
6th Floor West
Los Angeles, CA 90012
Phone: (213)974-8137

Executive Name: Westley Sholes
Title: Executive Director
Medical Director: Beatriz Lares, M.D.
Marketing: Marsha Olivier
Finance: Jacqueline Motobo

Operational Date
03/01/1983

Model Type(s)
Staff

Service Area
Los Angeles County

Enrollment
11,607 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
LA County

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	0
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Contra Costa Health Plan

595 Center Avenue
Suite 100
Martinez, CA 94553
Phone: (510)646-4653

Executive Name: Milton S. Camhi
Title: Executive Director
Medical Director: William Wacker
Marketing: Jeff Barber
Finance: Richard Harrison (Acting)

Operational Date
01/01/1980

Model Type(s)
Staff

Service Area
Contra Costa County

Enrollment
20,635 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Contra Costa County

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	80
Hospitals (Contracted With or Used Regularly):	3

FHP, Inc.

18000 Studebaker Road
Suite 150
Cerritos, CA 90701
Phone: (310)809-5399

Executive Name: David Engleberg
Title: Senior Vice President
Medical Director: Sylvia Seamands, M.D.
Marketing: Clem Scharwath
Finance: William Rice

Operational Date
01/01/1960

Model Type(s)
IPA
Staff
Group

Service Area
Los Angeles, Orange, Riverside, San Bernardino, Ventura,
Kern, and San Diego Counties

Enrollment
344,753 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
FHP, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	32
Physicians (Primary and Secondary):	3,887
Hospitals (Contracted With or Used Regularly):	87

GHAA MEMBER

Foundation Health, A California Health Plan

3400 Data Drive
Rancho Cordova, CA 95670
Phone: (916)631-5000

Executive Name: Daniel D. Crowley
Title: CEO
Medical Director: Emmett Smith, M.D.
Marketing: Rick Corbett
Finance: Jeffrey Elder

Operational Date
12/01/1977

Model Type(s)
IPA

Service Area
Amador, Alameda, Butte, Calaveras, Colusa, Contra Costa,
Fresno, Glenn, El Dorado, parts of 21 additional counties

Enrollment
301,874 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Foundation Health Corporation

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	7,100
Hospitals (Contracted With or Used Regularly):	120

GHAA MEMBER

Freedom Plan

201 N. Salsipuedes Street
Santa Barbara, CA 93103
Phone: (805)564-0072

Executive Name: Leeba Lessin
Title: CEO
Medical Director: Robert McGinnis, M.D.
Marketing: Steve Johnson
Finance: Larry Keller

Operational Date
01/01/1988

Model Type(s)
IPA

Service Area
Santa Barbara County (excluding Santa Ynez)

Enrollment
11,354 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Preferred Programs, Inc.

Managed By
United Health Care Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	228
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

Greater South Bay Health Plan

3625 Del Amo Boulevard
Suite 265
Torrance, CA 90503
Phone: (213)214-3550

Executive Name: Marc Mosser
Title: President
Medical Director: John Johnson, M.D.
Marketing:
Finance: John Yee

Operational Date
06/01/1988

Model Type(s)
Network

Service Area
Los Angeles, and portions of Orange County

Enrollment
2,648 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Bay Shore Medical Group, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	12
Physicians (Primary and Secondary):	500
Hospitals (Contracted With or Used Regularly):	6

Health Net

P.O. Box 9103
Van Nuys, CA 91409
Phone: (818)719-6800

Executive Name: Roger F. Greaves
Title: Chairman, President and CEO
Medical Director: Leonard D. Knapp, M.D.
Marketing: Rita Duarte
Finance: Gerald M. Cooper

Operational Date
02/01/1979

Model Type(s)
Network

Service Area
All of California

Enrollment
851,442 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
HN Management Holdings, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1,354
Physicians (Primary and Secondary):	18,717
Hospitals (Contracted With or Used Regularly):	281

GHAA MEMBER

Health Plan of America

505 South Main Street
Suite 300
Orange, CA 92668
Phone: (714)972-9200

Executive Name: Lawrence N. Kugelman
Title: CEO & President
Medical Director: John H. Austin, M.D.
Marketing: David M. Horn
Finance: Donna J. Rockenbach

Operational Date
12/01/1980

Model Type(s)
IPA
Group

Service Area
State of California

Enrollment
131,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
PacifiCare Health Systems, Inc

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	10,000
Hospitals (Contracted With or Used Regularly):	135

GHAA MEMBER**Health Plan of San Mateo**

1710 S. Amphlett Boulevard
Suite 201
San Mateo, CA 94402
Phone: (415)573-9710

Executive Name: Michael W. Murray
Title: Executive Director
Medical Director: Sheldon Gross, M.D.
Marketing: Katherine Mason
Finance: James J. Sheremeta

Operational Date
12/01/1987

Model Type(s)
IPA

Service Area
San Mateo County; parts of Santa Clara and San Francisco Counties

Enrollment
36,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,089
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER

Health Plan of the Redwoods

3033 Cleveland Avenue
Santa Rosa, CA 95403
Phone: (707)544-2273

Executive Name: John W. Baxter
Title: Executive Director
Medical Director: Bradford W. Lundborg, MD
Marketing: Charles E. Gardner
Finance: Daniel C. Sloan

Operational Date
03/01/1980

Model Type(s)
IPA

Service Area
Sonoma, Marin, Mendocino and Lake Counties

Enrollment
79,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Redwood Health Services

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	15

GHAA MEMBER**InterValley Health Plan**

300 South Park Avenue
Suite 300
Pomona, CA 91766
Phone: (714)623-6333

Executive Name: James E. Taylor
Title: President
Medical Director: Alexander Bokor, M.D.
Marketing: Peter Tamayo
Finance: Donald D. McCain

Operational Date
06/01/1979

Model Type(s)
IPA

Service Area
Los Angeles, Riverside and San Bernardino Counties

Enrollment
38,232 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	16

GHAA MEMBER

Kaiser Foundation Health Plan, Inc. - No. California Region

1950 Franklin Street
P. O. Box 12916
Oakland, CA 94604
Phone: (415)987-2703

Executive Name: David Pockell
Title: Senior VP & Regional Manager
Medical Director: W. H. Caulfield, M.D.
Marketing: Jerry Fleming
Finance: William E. Rose

Operational Date
01/01/1945

Model Type(s)
Group

Service Area
Alameda, Contra Costa, Marin, Napa, Sacramento, San Francisco, San Mateo, Santa Clara, Solano, Sonoma, and Yolo counties and portions of Amador, El Dorado, Fresno, Kings, Madera, Placer, San Joaquin, Sutter, Tulare and Yuba counties

Enrollment
2,439,375 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	29
Physicians (Primary and Secondary):	3,166
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

Kaiser Foundation Health Plan, Inc. - So. California Region

Walnut Center
393 East Walnut Street
Pasadena, CA 91188
Phone: (818)405-5000

Executive Name: Hugh A. Jones
Title: Sr. VP & Regional Manager
Medical Director: Frank E. Murray, M.D.
Marketing: Jack Hudes
Finance: Ronald Koenke

Operational Date
01/01/1945

Model Type(s)
Group

Service Area
Bakersfield Area; Los Angeles, Orange, San Bernardino, Riverside and San Diego Counties

Enrollment
2,307,209 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	3,000
Hospitals (Contracted With or Used Regularly):	50

GHAA MEMBER

Lifeguard Inc.

P.O. Box 5506
San Jose, CA 95150
Phone: (408)943-9400

Executive Name: Dorothy Emerson O'Neill
Title: Executive VP & COO
Medical Director: Robert D. Burnett, M.D.
Marketing: Terry Leuthauser
Finance: Ron Wojtaszek

Operational Date
02/01/1979

Model Type(s)
IPA

Service Area
12 counties in central California and the Bay area

Enrollment
130,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,550
Hospitals (Contracted With or Used Regularly):	49

Lincoln National Health Plan

3875 Hopyard Road
Pleasanton, CA 94566
Phone: (510)847-7284

Executive Name: Terry P. Bayer
Title: President
Medical Director: James Moffat, M.D.
Marketing: Jim Schaff
Finance: Jerry Farrell

Operational Date
04/01/1978

Model Type(s)
IPA
Network

Service Area
San Diego, Los Angeles, Orange, Ventura, San Bernardino,
San Mateo, San Francisco, Alameda, Contra Costa, and
Santa Clara Counties

Enrollment
105,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln National Corporation

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	141
Physicians (Primary and Secondary):	6,400
Hospitals (Contracted With or Used Regularly):	110

Loma Linda Health Plan

268 W. Hospitality Lane
Suite 205
San Bernardino, CA 92408
Phone: (714)885-8899

Executive Name: Linda Hodges
Title: President
Medical Director: Steve Bass, M.D.
Marketing: Kevin D. Houska
Finance: Donald S. Comstock

Operational Date
03/01/1987

Model Type(s)
Network

Service Area
Riverside and San Bernardino Counties

Enrollment
15,100 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
AmeriMed

Managed By
None

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	0
Hospitals (Contracted With or Used Regularly):	16

Maxicare (Northern California)

1350 Bayside Highway
Suite 210
Burlingame, CA 94010
Phone: (415)375-8600

Executive Name: Lawrence Levine
Title: Director of Marketing
Medical Director: William Weil, M.D.
Marketing: Lawrence Levine
Finance: Richard A. Link

Operational Date
01/01/1984

Model Type(s)
IPA

Service Area
San Francisco, Marin, San Mateo, Santa Clara, Santa Cruz, Yolo, Placer, Sacramento, Alameda, Contra Costa, Stanislaus, and Fresno Counties

Enrollment
14,300 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Maxicare Health Plans, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,900
Hospitals (Contracted With or Used Regularly):	44

Maxicare (Southern California)

1149 S. Broadway
Los Angeles, CA 90015
Phone: (213)742-0900

Executive Name: Jack Horn
Title: General Manager/V.P.
Medical Director: William Weil, M.D.
Marketing: Connie Zastoupil
Finance: Gene Froelich, CFO

Operational Date
01/01/1973

Model Type(s)
IPA
Network

Service Area

Los Angeles, Riverside, Santa Barbara, San Bernardino, Ventura, Orange, San Diego, Kern, Stanislaus, Alameda, Contra Costa, Marin, San Francisco, San Mateo, Santa Clara, Santa Cruz, Fresno, Yolo, Sacramento, Placer, and Sutter Counties

Enrollment
106,672 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Maxicare Health Plans, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	220
Physicians (Primary and Secondary):	6,600
Hospitals (Contracted With or Used Regularly):	161

MetLife Healthcare Network of California, Inc.

4500 E. Pacific Coast Highway
Ste. 600
Long Beach, CA 90804
Phone: (213)498-5200

Executive Name: Bud Volberding
Title: President/CEO

Medical Director:

Marketing:

Finance:

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area

Alameda, Santa Clara, San Mateo, San Francisco, Contra Costa, Orange, San Bernardino, Riverside, Los Angeles and Ventura Counties

Enrollment
63,082 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	5,855
Hospitals (Contracted With or Used Regularly):	90

GHAA MEMBER

National Med

1005 W. Orangeburg, Suite B
Modesto, CA 95350
Phone: (209)527-3350

Executive Name: Clive Riddle
Title: Chief Executive Officer
Medical Director: Eric Ostrom, M.D.
Marketing: Paul Vogelzang
Finance: John Plappert

Operational Date
05/01/1985

Model Type(s)
IPA

Service Area
Stanislaus, Merced, San Joaquin, and Tuolumne Counties

Enrollment
30,234 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
National Medical Enterprises

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	803
Hospitals (Contracted With or Used Regularly):	11

GHAA MEMBER

On Lok Senior Health Services

1441 Powell Street
San Francisco, CA 94133
Phone: (415)989-2578

Executive Name: Marie Louise Ansak
Title: Executive Director
Medical Director: Catherine Eng, M.D.
Marketing: David Nolan
Finance: Sue Wong

Operational Date
05/01/1985

Model Type(s)
IPA

Service Area
Special waiver project serving nursing home certified elderly in San Francisco

Enrollment
330 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
On Lok, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	60
Hospitals (Contracted With or Used Regularly):	4

INDIVIDUAL PROFILES

PCA Health Plans of California

3201 Del Paso Boulevard
Sacramento, CA 95815
Phone: (916)921-1113

Executive Name: Rodney P. Spencer
Title: President and CEO
Medical Director: Sami C. Haddad, M.D.
Marketing: J. Robert Bruce
Finance: Jeffrey Klein

Operational Date
06/01/1975

Model Type(s)
IPA
Group

Service Area
Butte, Colusa, El Dorado, Glenn, Plumas, Placer,
Sacramento, Sierra, Solano, Yolo and Yuba Counties

Enrollment
22,402 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Qual-Med, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	979
Hospitals (Contracted With or Used Regularly):	23

PacifiCare, Inc.

5995 Plaza Drive
Cypress, CA 90630-5028
Phone: (714)952-1121

Executive Name: Richard Lipeles
Title: President
Medical Director: William Osheroff, M.D.
Marketing: Michael J. Lombardi
Finance: David Barr

Operational Date
01/01/1979

Model Type(s)
Network

Service Area
Counties of Los Angeles, Orange, Riverside, San
Bernardino, San Diego, Ventura, Kern, Alameda, Contra
Costa, San Francisco, and Santa Clara

Enrollment
523,331 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
PacifiCare Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	239
Physicians (Primary and Secondary):	9,359
Hospitals (Contracted With or Used Regularly):	158

GHAA MEMBER

PruCare of California

5800 Canoga Avenue
Woodland Hills, CA 91367
Phone: (818)712-5399

Executive Name: Kathy Swenson
Title: President
Medical Director: Jeffrey Kamil, M.D.
Marketing:
Finance: David Taaffe

Operational Date
07/01/1990

Model Type(s)
Network

Service Area
Los Angeles, Riverside, San Bernardino, Orange, Ventura,
Santa Barbara, San Fernando Valley, San Diego, San
Mateo, Santa Clara, Marin, San Francisco, Sonoma, Contra
Costa, Alameda, and Solano Counties

Enrollment
146,482 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

Managed By
PruCare of California

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	11,228
Hospitals (Contracted With or Used Regularly):	112

GHAA MEMBER**Qual-Med California**

155 Grand Avenue
Oakland, CA 94612
Phone: (415)465-9600

Executive Name: Walt Woodbury
Title: Chief Operating Officer
Medical Director: William Popik, M.D.
Marketing: Michael D'Hoostelaere
Finance: Don Costa

Operational Date
07/01/1981

Model Type(s)
IPA

Service Area
San Francisco, Alameda, San Mateo, Solano and Contra
Costa Counties

Enrollment
77,635 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Qual-Med, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,564
Hospitals (Contracted With or Used Regularly):	29

Scan Health Plan

521 East 4th Street
Long Beach, CA 90802
Phone: (310)435-0380

Executive Name: Sam L. Ervin
Title: President & CEO
Medical Director: Tim Schwab, M.D.
Marketing: Louise Pendergrass
Finance: Keith Quinlivan

Operational Date
03/01/1985

Model Type(s)
IPA

Service Area
Greater Long Beach area, Los Angeles and Orange Counties

Enrollment
3,609 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Senior Care Action Network

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	408
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER

St. Joseph's Omni Health Plan

1805 N. California, Ste. 303
Stockton, CA 95204
Phone: (209)466-6664

Executive Name: David Moscovic
Title: President & CEO
Medical Director: Robert Westafer, M.D.
Marketing: A. McCullum, M.E. Williams
Finance: Lorena Stanley, CPA

Operational Date
02/01/1986

Model Type(s)
IPA

Service Area
San Joaquin, Stanislaus, and Tuolumne Counties

Enrollment
32,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
St. Joseph Med Ctr & Omni IPA

Managed By
Omni Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	520
Hospitals (Contracted With or Used Regularly):	12

TakeCare Corporation

2300 Clayton Road
Suite 1000
Concord, CA 94520
Phone: (510)246-1300

Executive Name: R. Judd Jessup
Title: President
Medical Director: Gerry Sarnat, M.D.
Marketing: Robert Fahlman
Finance: Dennis L. Gates

Operational Date
05/01/1978

Model Type(s)
IPA
Network

Service Area
27 counties in California

Enrollment
237,038 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	152
Physicians (Primary and Secondary):	9,000
Hospitals (Contracted With or Used Regularly):	200

Travelers Health Network of Ca., Inc. -Sacramento/Fresno

2729 Prospect Park Drive
Suite 208
Rancho Cordova, CA 95670
Phone: (916)631-3872

Executive Name: Ann Carder
Title: Executive Director
Medical Director: Dennis Collins, M.D.
Marketing: Mary Richards
Finance:

Operational Date
10/01/1985

Model Type(s)
IPA

Service Area
Cities of Fresno, Madeira & surrounding communities;
County of Sacramento and parts of Nevada, Placer, Yolo
and El Dorado counties

Enrollment
5,754 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Health Network

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,326
Hospitals (Contracted With or Used Regularly):	24

GHAA MEMBER

United Health Plan

3405 West Imperial Highway
Inglewood, CA 90303
Phone: (310)671-3465

Executive Name: Clyde W. Oden, O.D., MPH
Title: President & CEO
Medical Director: Huey Mays, MD, MBA, MPH
Marketing: Eileen Demko
Finance: R. Stevens Shean, CPA

Operational Date
04/01/1973

Model Type(s)
Network

Service Area
Los Angeles and Orange Counties

Enrollment
80,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	43
Physicians (Primary and Secondary):	2,000
Hospitals (Contracted With or Used Regularly):	40

GHAA MEMBER**Universal Care Health Plan**

1600 E. Hill Street
Signal Hill, CA 90806-3682
Phone: (213)424-6200

Executive Name: Howard E. Davis
Title: President/CEO
Medical Director: Otto Kahn, M.D.
Marketing: Jay B. Davis
Finance: Jeffrey V. Davis

Operational Date
10/15/1985

Model Type(s)
Staff
Network

Service Area
Southern Los Angeles/Orange County

Enrollment
41,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	14
Physicians (Primary and Secondary):	350
Hospitals (Contracted With or Used Regularly):	4

VIP Health Plan

P.O. Box 5087
Oxnard, CA 93031-5087
Phone: (805)988-0277

Executive Name: Thomas A. Diaz
Title: President
Medical Director: Gerald Zaid, M.D.
Marketing: Lisa Shippy
Finance: Donald Comstock

Operational Date
09/01/1982

Model Type(s)
IPA

Service Area
Ventura County

Enrollment
30,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Century MediCorp

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	384
Hospitals (Contracted With or Used Regularly):	11

Valley Health Plan

750 South Bascom Avenue
San Jose, CA 95128
Phone: (408)299-8100

Executive Name: Roger W. Wells
Title: Director
Medical Director: Kent Imai, M.D.
Marketing:
Finance:

Operational Date
12/16/1985

Model Type(s)
Staff

Service Area
Santa Clara County

Enrollment
3,400 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Santa Clara County

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	100
Hospitals (Contracted With or Used Regularly):	1

ValuCare

1111 E. Herndon, Suite 202
P.O. Box 25790
Fresno, CA 93729-5790
Phone: (209)435-8366

Executive Name: John Cronin
Title: President and CEO
Medical Director: Douglas Owyang, M.D.
Marketing: Thomas Pace
Finance: Andy Fernandez

Operational Date

09/01/1985

Model Type(s)

IPA

Service Area

Madera, Fresno, Kings, Mariposa, Tulare, and Merced
Counties in Central California

Enrollment

48,152 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	75
Hospitals (Contracted With or Used Regularly):	22

GHAA MEMBER**Vista Health Plans**

2355 Northside Drive
San Diego, CA 92108
Phone: (619)280-1341

Executive Name: Keith Dixon
Title: President and CEO
Medical Director: Peter J. Panzarino, M.D.
Marketing: Peggy Cronin
Finance: Gregory Zinser

Operational Date

04/01/1990

Model Type(s)

IPA

Service Area

7 counties in Southern California

Enrollment

120,000 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

Vista Health Foundation

Managed By

Vista Health Foundation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	60

CIGNA Healthplan of Colorado, Inc.

3900 E. Mexico Avenue
Suite 1100
Denver, CO 80210
Phone: (303)782-1500

Executive Name: Christine Miller
Title: Director of Operations
Medical Director: Jeffrey Tarrant, M.D.
Marketing: Dennis Mouras
Finance: Jeri Jones

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Adams, Arapahoe, Boulder, Denver, El Paso, Pueblo, Teller, Larimer, Weld, Douglas and Jefferson Counties

Enrollment
23,932 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,200
Hospitals (Contracted With or Used Regularly):	17

GHAA MEMBER

Comprecare Healthcare Services, Inc.

P.O. Box 441170
Aurora, CO 80044
Phone: (303)695-6685

Executive Name: Eric D. Sipf
Title: CEO
Medical Director: Val C. Dean, M.D.
Marketing: Jerry Presley
Finance: Greg R. Huls

Operational Date
07/01/1974

Model Type(s)
IPA

Service Area
Counties of Adams, Arapahoe, Boulder, Clear Creek, Denver, Douglas, Elbert, El Paso, Gilpin, Grand, Jefferson, Larimer, Summit, Teller, and Weld

Enrollment
155,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Comprecare Holdings, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,916
Hospitals (Contracted With or Used Regularly):	26

GHAA MEMBER

**Exclusive HealthCare of CO,
Inc.**

4582 South Ulster St. Parkway
Stanford Place 3, Suite 103
Denver, CO 80237
Phone: (303)796-0021

Executive Name: Dick L. Easley
Title: President
Medical Director: Michael Jenkin, M.D.
Marketing: Les Swick
Finance: Robert Hood

Operational Date
06/01/1989

Model Type(s)
Network

Service Area
Denver, Jefferson, Douglas, Arapahoe, Adams and Boulder
counties

Enrollment
3,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Mutual of Omaha

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	752
Hospitals (Contracted With or Used Regularly):	8

HMO Colorado

700 Broadway #612
Denver, CO 80203
Phone: (303)831-4114

Executive Name: George Kandel, M.D.
Title: President
Medical Director: Terry J. Sullivan, M.D.
Marketing: W. John Chenier, VP
Finance: Sam Weidman

Operational Date
01/01/1980

Model Type(s)
IPA

Service Area
Huerfano, Otero, Crowley, Fremont, Pueblo, El Paso,
Teller, Douglas, Denver, Adams, Arapahoe, Jefferson,
Boulder, Larimer, Weld, Alamosa, Mineral, Conejos, Rio
Grande, Costilla, Saguache, and Mesa Counties

Enrollment
64,927 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Colorado

Managed By
Rocky Mountain Hlth Care Corp.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	17
Physicians (Primary and Secondary):	3,000
Hospitals (Contracted With or Used Regularly):	29

GHAA MEMBER

HMO Health Plans, Inc.

95 West First Avenue
Monte Vista, CO 81144
Phone: (719)852-4055

Executive Name: Doug Johnson
Title: Executive Director
Medical Director: Richard Byers, M.D.
Marketing: Doug Johnson
Finance: Paul Eschen

Operational Date
05/01/1975

Model Type(s)
IPA

Service Area
Counties of Alamosa, Costilla, Conejos, Rio Grande,
Saguache, and Mineral

Enrollment
5,508 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Health Systems Management

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	23

Health Network of Colorado Springs, Inc.

555 East Pikes Peak
#108
Colorado Springs, CO 80903
Phone: (719)475-5025

Executive Name: Ron Burnside
Title: President & CEO
Medical Director: David Wolf, M.D., M.B.A.
Marketing: Ed Arango
Finance: Richard Eitel

Operational Date
04/01/1986

Model Type(s)
IPA

Service Area
El Paso, Teller and Park Counties and portions of Fremont
and Lincoln Counties

Enrollment
9,954 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Physicians Network of Co.Sprng

Managed By
Memorial Hospital

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	180
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

Humana Health Plan, Inc.

3900 E. Mexico Avenue
Suite 800
Denver, CO 80210
Phone: (303)691-6990

Executive Name: James Cameron
Title: Executive Director
Medical Director: David Berenbeim
Marketing: Sandra Peif
Finance: James Cameron

Operational Date
11/01/1988

Model Type(s)
IPA

Service Area
Adams, Arapahoe, Denver, Douglas, Boulder, and Jefferson
Counties

Enrollment
7,453 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana, Inc.

Managed By
Humana Health Plan, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,154
Hospitals (Contracted With or Used Regularly):	6

Kaiser Foundation Health Plan of Colorado

10350 East Dakota Avenue
Denver, CO 80231
Phone: (303)344-7200

Executive Name: Christopher L. Binkley
Title: Senior VP and Regional Manager
Medical Director: Toby Cole, M.D.
Marketing: Jim Ludwig
Finance: E. Duane Eason

Operational Date
07/01/1969

Model Type(s)
Group

Service Area
Denver, Jefferson, Adams, Arapahoe, Boulder and Douglas
Counties

Enrollment
264,192 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	12
Physicians (Primary and Secondary):	361
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER

Lincoln National Health Plan

7979 East Tufts Avenue
Suite 700
Denver, CO 80237
Phone: (303)779-4700

Executive Name: Stephen T. O'Dell
Title: V.P. and General Manager
Medical Director: Vacant
Marketing: D. Michael Fulk
Finance:

Operational Date
10/01/1979

Model Type(s)
IPA
Network

Service Area
Denver, Adams, Arapahoe, Jefferson, Douglas, Larimer,
Weld, Boulder, Pueblo, Fremont, Otero, Crowley, Huerfano,
El Paso and Teller Counties

Enrollment
111,359 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln Nat Admin Svcs Corp.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,096
Hospitals (Contracted With or Used Regularly):	32

**MetLife HealthCare Network
of Colorado, Inc.**

1512 Larimer Street
Bridge Level
Denver, CO 80202
Phone: (303)629-5331

Executive Name: Roger Friend
Title: President/CEO
Medical Director: Nancy Ashbach, M.D.
Marketing:
Finance:

Operational Date
03/01/1986

Model Type(s)
IPA

Service Area
Adams, Arapahoe, Boulder, Denver, Weld, Larimer,
Marimar, Pueblo, El Paso, Jefferson and Teller Counties

Enrollment
17,120 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,039
Hospitals (Contracted With or Used Regularly):	23

GHAA MEMBER

PARTNERS Health Plan of Colorado, Inc.

7979 E. Tufts Avenue Parkway
Suite 410
Denver, CO 80237
Phone: (303)721-8880

Executive Name: Patrick Dowd
Title: Executive Director
Medical Director: Ginny Moore, M.D.
Marketing: Jerry Banks
Finance: Carl Wischer

Operational Date
01/01/1988

Model Type(s)
IPA

Service Area
Adams, Denver, Arapahoe, Boulder, Douglas, El Paso,
Pueblo, Larimer, Weld, and Jefferson Counties

Enrollment
4,131 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,800
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER

Qual-Med, Inc.

720 North Main Street
Suite 320
Pueblo, CO 81004
Phone: (719)542-0500

Executive Name: Malik Hasan, M.D.
Title: Chairman & CEO
Medical Director: Dale Berkbigher, M.D.
Marketing: John Talley
Finance: Keith Hovland

Operational Date
04/16/1986

Model Type(s)
IPA

Service Area
Adams, Arapahoe, Boulder, Clear Creek, Denver, Douglas,
Jefferson, Alamosa, Conejos, Costilla, Saguache, Mineral,
Rio Grande, El Paso, Teller, Fremont, Pueblo, Custer and
Huerfano Counties

Enrollment
22,862 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,096
Hospitals (Contracted With or Used Regularly):	18

Rocky Mountain HMO

2784 Crossroad, Boulevard
Grand Junction, CO 81506
Phone: (303)243-7050

Executive Name: Michael Weber
Title: Executive Director
Medical Director: Bruce Wilson, M.D.
Marketing: Marilyn Green
Finance: Bob Wilson

Operational Date
01/01/1974

Model Type(s)
IPA

Service Area
Mesa, Delta, Montrose, Ouray, San Miguel, Dolores, Rio
Blanco, Adams, Arapahoe, Denver, Douglas, Jefferson, San
Juan, and parts of Moffat & Garfield Counties

Enrollment
43,854 as of 11/30/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Rocky Mtn. Health Mgmt. Corp.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	694
Hospitals (Contracted With or Used Regularly):	19

Southern Colorado Health Plan, Inc.

41 Montebello, Suite H
P.O. Box 958
Pueblo, CO 81001
Phone: (719)545-6272

Executive Name: Byron Ciarns
Title: President
Medical Director: Larry Walls, M.D.
Marketing: Holly Donley
Finance: Kim Montgomery

Operational Date
06/01/1986

Model Type(s)
IPA

Service Area
Pueblo, El Paso, Fremont, Crowley, and Teller Counties

Enrollment
7,611 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Southern CO Health Equity Corp

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	898
Hospitals (Contracted With or Used Regularly):	3

Aetna Health Plan of Southern New England

P.O. Box 1111
Middletown, CT 06457
Phone: (203)298-4000

Executive Name: John G. Anderson
Title: Executive Director
Medical Director: E.J. Smith, M.D.
Marketing: Klaus Sturzebecher
Finance: John Lombardi

Operational Date
11/01/1987

Model Type(s)
IPA

Service Area
New Haven, Hartford, Fairfield, Middlesex, and Tolland
Counties

Enrollment
21,700 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Aetna Life Ins/Local Providers

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,100
Hospitals (Contracted With or Used Regularly):	9

GHAA MEMBER

CIGNA Healthplan of Connecticut

5700 Bigelow Commons
Enfield, CT 06082
Phone: (203)253-7340

Executive Name: Rosario Noto, M.D.
Title: Med. Dir./Health Plan Manager
Medical Director: Rosorio Noto, M.D.
Marketing: Jack Monnes
Finance: Fred Hatfield

Operational Date
06/01/1986

Model Type(s)
IPA

Service Area
Hartford, Tolland, Middlesex, New Haven, and Fairfield
Counties

Enrollment
67,922 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,500
Hospitals (Contracted With or Used Regularly):	22

GHAA MEMBER

Community Health Care Plan

221 Whitney Avenue
New Haven, CT 06511
Phone: (203)787-3141

Executive Name: Carl J. Maleri
Title: President & CEO
Medical Director: Robert E. Scalettar, M.D.
Marketing: Robert C. Lesko
Finance: Salvatore A. Catardi

Operational Date
10/01/1971

Model Type(s)
Staff

Service Area
Fairfield, Hartford, Litchfield, Middlesex, and New Haven
Counties

Enrollment
48,159 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Connecticut

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	9
Physicians (Primary and Secondary):	250
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER**ConnectiCare, Inc.**

10 Waterside Drive
Farmington, CT 06032-3066
Phone: (203)674-5700

Executive Name: William Pierce, Jr.
Title: President
Medical Director:
Marketing: James K. Claffey
Finance:

Operational Date
04/01/1982

Model Type(s)
IPA

Service Area
Hartford, Middlesex, Tolland and parts of Litchfield
Counties

Enrollment
107,149 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

Constitution HealthCare

370 Bassett Road
North Haven, CT 06473
Phone: (203)234-2011

Executive Name: Anthony J. Martin
Title: President & CEO
Medical Director: Robert Ragusa, M.D.
Marketing: Alex Ungerleider
Finance: Robert D. Butler

Operational Date
01/01/1984

Model Type(s)
IPA

Service Area
Hartford, Tolland and New Haven Counties; Greater
Waterbury and Greater Fairfield areas

Enrollment
— 97,542 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Connecticut, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,752
Hospitals (Contracted With or Used Regularly):	25

Kaiser Foundation Health Plan, Northeast Region

76 Batterson Park Road
Farmington, CT 06034-4011
Phone: (203)678-6000

Executive Name: Michael M. Dudley
Title: V.P. & Regional Manager
Medical Director: R. Simi Lyss, M.D.
Marketing: William Kramer
Finance: J. Rick Newsome

Operational Date
06/01/1979

Model Type(s)
Group

Service Area
Hartford and Fairfield counties in CT; Hampshire,
Franklin, and Hampden counties in MA; Westchester
county in NY

Enrollment
116,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	13
Physicians (Primary and Secondary):	290
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

M.D. Health Plan

6 Devine Street
North Haven, CT 06473
Phone: (203)776-5759

Executive Name: Douglas A. Hayward
Title: President and CEO
Medical Director: Guy W. Van Syckle, M.D.
Marketing: John Gilchrist
Finance: Alexander Sommers

Operational Date
10/01/1987

Model Type(s)
IPA

Service Area
State of Connecticut

Enrollment
59,257 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
M.D. Enterprises of CT, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,000
Hospitals (Contracted With or Used Regularly):	36

GHAA MEMBER**Physicians Health Service of Connecticut, Inc.**

120 Hawley Lane
Trumbull, CT 06611-5313
Phone: (203)381-6400

Executive Name: Michael E. Herbert
Title: President
Medical Director: Richard C. O'Connor
Marketing: Robin Deitrick
Finance:

Operational Date
09/01/1977

Model Type(s)
IPA

Service Area
Counties of Fairfield, New Haven, Middlesex, New London,
Windham, parts of Tolland, Litchfield and Hartford
Counties

Enrollment
119,889 as of 12/31/1991

Tax Status
For-profit

Managed By
PHS, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,900
Hospitals (Contracted With or Used Regularly):	18

GHAA MEMBER

Prudential Health Care Plan Inc. - PruCare of Connecticut

301 Merritt 7
Norwalk, CT 06851
Phone: (203)849-1800

Executive Name: Lewis Devendorf
Title: Director, Health Care Mgmt.
Medical Director: John J. Tobin, M.D.
Marketing: John C. Galbraith
Finance: Dana Benbow

Operational Date
10/11/1988

Model Type(s)
IPA

Service Area
Fairfield, Litchfield (part), and New Haven Counties

Enrollment
2,520 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	493
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER

Suburban Health Plan, Inc.

680 Bridgeport Avenue
Shelton, CT 06484
Phone: (203)926-8882

Executive Name: Theresa Atwood
Title: Executive Director
Medical Director: Kenneth Schwartz, M.D.
Marketing: Terri Guidone
Finance: Diana J. Trumbley

Operational Date
02/01/1988

Model Type(s)
IPA

Service Area
Portions of New Haven, Fairfield, and Litchfield Counties

Enrollment
1,937 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Griffin Hlth.Serv./Sanus Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	120
Hospitals (Contracted With or Used Regularly):	1

GHAA MEMBER

U.S. Healthcare

Trapp Falls Center
2 Trapp Falls Road
Shelton, CT 06484
Phone: (203)929-2575

Executive Name: Edward Dulik
Title: General Manager
Medical Director: Arlen Collins, M.D.
Marketing: Matthew Esposito
Finance: Thomas A. Masci, Jr.

Operational Date
12/22/1986

Model Type(s)
IPA

Service Area
Fairfield, New Haven, Litchfield and Hartford Counties

Enrollment
13,765 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	790
Hospitals (Contracted With or Used Regularly):	25

Yale University Health Plan

17 Hillhouse Avenue
New Haven, CT 06520
Phone: (203)432-0123

Executive Name: Stephanie S. Spangler, M.D.
Title: Director
Medical Director: Moreson H. Kaplan, M.D.
Marketing: Barbara Smith
Finance: Len Szturma

Operational Date
01/01/1971

Model Type(s)
Staff

Service Area
Greater New Haven County

Enrollment
24,770 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Yale University

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	50
Hospitals (Contracted With or Used Regularly):	1

HMO of Delaware, Inc., The

200 Hygeia Drive
P.O. Box 6008
Newark, DE 19714
Phone: (302)421-2466

Executive Name: Robert Tremain
Title: President
Medical Director: Walter Powell, M.D.
Marketing: Dana S. Shreve
Finance: Joel Leoni

Operational Date
08/01/1983

Model Type(s)
IPA
Staff

Service Area
State of Delaware; New Castle, Kent and Sussex Counties

Enrollment
37,120 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Delaware

FEHBP:	No	Federally Qualified	No
Medicaid:	No	HMO:	No
Medicare:	Prepaid Product	Federally Qualified	No
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	943
Hospitals (Contracted With or Used Regularly):	7

Healthcare Delaware

P.O. Box 1111
925 Baltimore Pike
Concordville, PA 19331
Phone: (215)358-5650

Executive Name: Alfred F. Meyer
Title: President
Medical Director: Bruce D. Hopper, M.D.
Marketing: Charles D. Clausen
Finance: Alan Krigstein

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
New Castle, Kent, and Sussex Counties in Delaware

Enrollment
22,522 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independence Blue Cross

Managed By
Delaware Valley HMO, Inc.

FEHBP:	Yes	Federally Qualified	No
Medicaid:	No	HMO:	No
Medicare:	Prepaid Product	Federally Qualified	No
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	425
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

Principal Health Care of Delaware, Inc.

One Corporate Commons
100 West Commons Blvd. #300
New Castle, DE 19720
Phone: (302) 322-4700

Executive Name: Max F. Kenyon
Title: Executive Director
Medical Director: Thomas Mannis, M.D.
Marketing: Sandra Raciti
Finance: Claire Widdoes

Operational Date
09/01/1986

Model Type(s)
IPA

Service Area
State of Delaware

Enrollment
42,193 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	700
Hospitals (Contracted With or Used Regularly):	10

U.S. Healthcare, Inc.

980 Jolly Road
Box 1109
Blue Bell, PA 19422
Phone: (215) 628-4800

Executive Name: Michael Cardillo
Title: General Manager
Medical Director: Arthur Leibowitz, M.D.
Marketing: Stewart Lavelle
Finance: Thomas A. Masci, Jr.

Operational Date
10/15/1985

Model Type(s)
IPA

Service Area
All Delaware counties: Kent, Sussex and New Castle

Enrollment
13,297 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	321
Hospitals (Contracted With or Used Regularly):	7

D.C. Chartered Health Plan, Inc.

820 First Street, N.E.
Suite LL100
Washington, DC 20002-4205
Phone: (202) 408-4710

Executive Name: Robert L. Bowles, Jr., DBA
Title: Chairman, President and CEO
Medical Director: William A. Pankey, M.D.
Marketing: Joyce Strain
Finance: Marcia G. Knight, CPA

Operational Date
04/19/1988

Model Type(s)
IPA

Service Area
Washington, DC

Enrollment
13,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Private Shareholders

Managed By
Robert L. Bowles, Jr. DBA

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	38
Physicians (Primary and Secondary):	150
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER**George Washington University Health Plan, Inc.**

1901 Pennsylvania Avenue, N.W.
Washington, DC 20006
Phone: (202) 676-5591

Executive Name: John E. Ott, M.D.
Title: CEO
Medical Director: Neeraj Kanwal, M.D.
Marketing: Michele Deverich
Finance: Chet Hepburn

Operational Date
05/01/1972

Model Type(s)
Network

Service Area
Metropolitan Washington DC area

Enrollment
49,500 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
George Washington University

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	650
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER

**Group Health Association,
Inc.**

4301 Connecticut Avenue, N.W.
Washington, DC 20008
Phone: (202)364-2000

Executive Name: Robert P. Pfotenhauer
Title: President and CEO
Medical Director: Turner Bledsoe, M.D.
Marketing: Thomas W. Isaacs
Finance:

Operational Date
11/01/1937

Model Type(s)
Staff

Service Area

District of Columbia; Arlington, Loudoun, Prince William
and Fairfax Counties in VA; Montgomery, Prince Georges
and part of Charles Counties, MD

Enrollment
153,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	12
Physicians (Primary and Secondary):	779
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER**Kaiser Foundation Health
Plan of Mid-Atlantic States,
Inc.**

4200 Wisconsin Avenue, N.W.
Washington, DC 20016
Phone: (202)364-3300

Executive Name: Alan J. Silverstone
Title: Senior VP & Regional Manager
Medical Director: Martin B. Bauman, M.D.
Marketing: Robert Essink
Finance: J. Stanley Wood

Operational Date
11/01/1972

Model Type(s)
Group

Service Area

The District of Columbia, Montgomery, Prince George's,
Arlington, Fairfax, Loudoun, Prince William, Baltimore,
Carroll, Harford, Howard, and portions of Anne Arundel

Enrollment
283,897 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	15
Physicians (Primary and Secondary):	471
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

AV-MED Health Plan

P.O. Box 823
Gainesville, FL 32602-0823
Phone: (904)372-8400

Executive Name: Edward C. Peddie
Title: President and CEO
Medical Director: Bernard Mansheim, M.D.
Marketing: Cary Badger
Finance: Kenneth Hollman

Operational Date
05/17/1973

Model Type(s)
IPA

Service Area
Alachua, Bradford, Citrus, Columbia, Dixie, Gilchrist,
Levy, Suwannee, Baker, Clay, Duval, Nassau, St. Johns,
Orange, Osceola, Seminole, Broward, Dade, Palm Beach,
Hillsborough, Manatee, Pasco, Pinellas, and Polk Counties

Enrollment
176,455 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
SantaFe HealthCare, Inc.

Managed By
AV-MED/SantaFe Corp. Office

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified	
	Prepaid Product	CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,082
Hospitals (Contracted With or Used Regularly):	83

GHAA MEMBER

Aetna Health Plans of Florida

4890 West Kennedy
Suite 545
Tampa, FL 33630-3123
Phone: (813)287-7250

Executive Name: Robert A. Williams
Title: Vice President
Medical Director: Craig Gage, M.D.
Marketing: Donald Schmidt
Finance: Kathy Winnan

Operational Date
11/01/1988

Model Type(s)
IPA

Service Area
Hillsborough, Pinellas, Pasco and Lee Counties

Enrollment
15,300 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	824
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

Anthem Health Plans of Florida, Inc.

1301 Gulf Life Drive
Suite 620
Jacksonville, FL 32207
Phone: (904)348-3824

Executive Name: Ann F. Dehgan
Title: Senior Vice President & COO
Medical Director: James H. Corwin, II, M.D.
Marketing: David Anderson
Finance: Jerry Wehmhoefer

Operational Date
03/01/1987

Model Type(s)
IPA

Service Area
Duval, Clay, Palm Beach, Hillsborough, Alachua, Orange, Seminole, Broward, Volusia, Pasco, Pinellas, Manatee, and Sarasota Counties

Enrollment
27,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Anthem Insurance Companies

Managed By
Anthem Health Plans, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No	Federally Qualified CMP:	No
Medicare:	None		

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,200
Hospitals (Contracted With or Used Regularly):	51

Association I.N.E.D, HMO, Inc.

770 W. 29th Street
Hialeah, FL 33012
Phone: (305)885-8511

Executive Name: Eduardo Gonzalez, M.D.
Title: President
Medical Director: Eduardo Gonzalez, M.D.
Marketing: George Gonzalez
Finance: Jose Belaquez

Operational Date
02/01/1972

Model Type(s)
Staff

Service Area
Bay County

Enrollment
13,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes	Federally Qualified CMP:	No
Medicare:	None		

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	57
Hospitals (Contracted With or Used Regularly):	5

CAC-Ramsay

2850 Douglas Road
Coral Gables, FL 33134
Phone: (305)441-1140

Executive Name: Luis Lamela
Title: President and CEO
Medical Director: Mayda Antun, M.D.
Marketing: Tony Alvarez
Finance: Raymond Noonan

Operational Date
06/01/1970

Model Type(s)
Staff

Service Area
Dade and Broward Counties

Enrollment
95,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Paul Ramsay Group

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	13
Physicians (Primary and Secondary):	400
Hospitals (Contracted With or Used Regularly):	35

CIGNA Healthplan of Florida, Inc. - Tampa

P.O. Box 24203
2502 Rocky Point Road, Ste 901
Tampa, FL 33607
Phone: (813)286-1000

Executive Name: Ed Dillabough
Title: Vice Pres./Healthplan Manager
Medical Director: Linda Ash-Jackson, M.D.
Marketing: Leslie R. Miller
Finance: Ed Dillabough

Operational Date
07/01/1981

Model Type(s)
IPA
Staff

Service Area
Hillsborough and Pinellas Counties

Enrollment
61,409 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	850
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

CIGNA Healthplan of Florida, Inc. - Maitland

1101 N. Lake Destiny Road
Ste. 300
Maitland, FL 32751
Phone: (407)660-1344

Executive Name: Michael J. Subasic
Title: Vice Pres./Executive Director
Medical Director: William Hammill, M.D.
Marketing: Leslie R. Miller
Finance: Bruce Beckerink

Operational Date

01/01/1984

Model Type(s)

IPA
Staff

Service Area

Lake, Orange, Osceola, Seminole, and Volusia Counties

Enrollment

35,242 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	500
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

CIGNA Healthplan of South Florida

15600 N.W. 67th Avenue
Suite 301
Miami Lakes, FL 33014
Phone: (305)826-6200

Executive Name: Stephen Harris, C.P.A.
Title: Vice Pres./Healthplan Manager
Medical Director: Eugene Komrad, M.D.
Marketing: Vann Ransom
Finance: Karen Rowan, C.P.A.

Operational Date

07/01/1974

Model Type(s)

IPA

Service Area

Broward, Dade, Palm Beach Counties

Enrollment

28,145 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	23

GHAA MEMBER

Capital Group Health Service of Florida /Capital Healthplan

2140 Centerville Road
Tallahassee, FL 32308
Phone: (904)386-3161

Executive Name: John Hogan
Title: Executive Director
Medical Director: F.G. Huber, Jr., M.D.
Marketing: Paul Ryan
Finance: Kearney Pool

Operational Date
06/01/1982

Model Type(s)
Staff
Network

Service Area
Leon, Gadsden, Jefferson and Wakulla Counties in the
North Florida Panhandle

Enrollment
45,022 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Florida

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	200
Hospitals (Contracted With or Used Regularly):	3

CareFlorida

7950 NW 53rd Street
Third Floor
Miami, FL 33166
Phone: (305)591-3311

Executive Name: Warren Stowell
Title: President
Medical Director: Mario Torres, M.D.
Marketing: David Stewart
Finance: William Coats

Operational Date
09/01/1985

Model Type(s)
IPA

Service Area
Dade, Broward, and Palm Beach Counties

Enrollment
31,677 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CareFlorida Health Systems

Managed By
CareFlorida Health Systems

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	30
Physicians (Primary and Secondary):	1,471
Hospitals (Contracted With or Used Regularly):	24

GHAA MEMBER

**Century Medical Health Plan,
Inc.**

6101 Blue Lagoon Drive
Suite 300
Miami, FL 33126
Phone: (305)267-6633

Executive Name: Peter E. Kilassanly
Title: CEO and President
Medical Director: Glen Johnson, M.D.
Marketing: Kelley V. Stewart
Finance: Jon H. Friesen

Operational Date
12/01/1986

Model Type(s)
IPA
Group

Service Area
Dade, Broward and portions of Palm Beach County

Enrollment
86,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Physician Corp. of America

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	38
Physicians (Primary and Secondary):	378
Hospitals (Contracted With or Used Regularly):	30

Family Health Plan, Inc.

7975 Miami Lakes Drive
Suite 300
Miami Lakes, FL 33016
Phone: (305)364-8100

Executive Name: Catherine P. Hill
Title: Executive Vice President
Medical Director: Robert Oller, D.O.
Marketing: Barbara Clarke
Finance: Warren Carmichael

Operational Date
01/01/1988

Model Type(s)
IPA

Service Area
Dade, Palm Beach, and Broward Counties

Enrollment
41,269 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,565
Hospitals (Contracted With or Used Regularly):	28

GHAA MEMBER

Florida First Health Plan

1201 1st Street, S.
Suite A
Winter Haven, FL 33881
Phone: (813)293-0785

Executive Name: R. D. O'Connor, Ph.D.
Title: President & CEO
Medical Director: James Morgan, M.D.
Marketing: Carrie Hill
Finance: Patricia R. Vickers

Operational Date
10/01/1986

Model Type(s)
IPA

Service Area
Polk, Hardee, and Highlands Counties

Enrollment
11,888 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Mid-Florida Medical Services

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	263
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER**Florida Health Care Plan,
Inc.**

350 N. Clyde Morris Boulevard
Daytona Beach, FL 32114
Phone: (904)255-8451

Executive Name: Edward F. Simpson, Jr.
Title: Executive Director
Medical Director: David L. Williams, M.D.
Marketing: Charles R. Simpson
Finance: Edward N. Stout

Operational Date
08/01/1974

Model Type(s)
Staff

Service Area
Tri-county area of Volusia, Flagler and Seminole Counties

Enrollment
26,598 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	48
Hospitals (Contracted With or Used Regularly):	5

HEALTH OPTIONS, INC.

P.O. Box 2210
532 Riverside Avenue
Jacksonville, FL 32203-2210
Phone: (904)791-8508

Executive Name: Kenneth C. Otis, II

Title: President

Medical Director:

Marketing:

Finance:

Operational Date

10/01/1984

Model Type(s)

IPA

Service Area

Florida; select counties in Alabama

Enrollment

180,193 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

BC & BS of Florida

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,850
Hospitals (Contracted With or Used Regularly):	60

GHAA MEMBER

HIP Network of Florida, Inc.

1895 West Commercial Boulevard
Ste. 120
Ft. Lauderdale, FL 33309-3015
Phone: (305)491-9055

Executive Name: Kenneth M. Carroll, M.D.

Title: President and CEO

Medical Director: Rafael Rivera, M.D.

Marketing: Caswell Fitzpatrick

Finance: Michael Paleos

Operational Date

10/01/1985

Model Type(s)

IPA

Service Area

Dade, Broward, and Palm Beach counties

Enrollment

17,278 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

HIP of Greater New York

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,400
Hospitals (Contracted With or Used Regularly):	33

GHAA MEMBER

HealthPlan Southeast

3520 Thomasville Road
Suite 200
Tallahassee, FL 32308
Phone: (904)668-3000

Executive Name: Bonnie C. Bailey
Title: COO
Medical Director: William E. Price, M.D.
Marketing: Maureen C. Ward
Finance: Arthur Carlson

Operational Date
10/01/1986

Model Type(s)
IPA

Service Area
Leon, Wakulla, Gadsden, Madison, Taylor, Bay, and
Jefferson Counties

Enrollment
32,454 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	281
Hospitals (Contracted With or Used Regularly):	4

**Humana Medical Plan Inc.
(South Florida)**

1505 NW 167th Street
Miami, FL 33169
Phone: (800)442-5555

Executive Name: Thomas C. Wyss
Title: Executive Director
Medical Director: William Bennett, M.D.
Marketing: Bob Weickert
Finance: Jeff Helton

Operational Date
01/01/1973

Model Type(s)
IPA
Staff

Service Area
South Florida - Palm Beach, Dade and Broward Counties

Enrollment
252,166 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Humana Medical Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	264
Physicians (Primary and Secondary):	3,496
Hospitals (Contracted With or Used Regularly):	36

GHAA MEMBER

Humana Medical Plan Inc. **(Tampa)**

The Lincoln Center
5401 W. Kennedy Blvd., Ste 800
Tampa, FL 33609
Phone: (813)286-8829

Executive Name: Jerry W. Anderson

Title: Executive Director

Medical Director: Herb Pegues II, M.D.

Marketing: W. Fred Wheeler

Finance: Cindy Wakeland

Operational Date

12/01/1985

Model Type(s)

IPA
Network

Service Area

Tampa Bay area including Pasco, Hillsborough and
Pinellas Counties

Enrollment

146,326 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Humana Inc.

Managed By

Humana Medical Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	139
Physicians (Primary and Secondary):	2,113
Hospitals (Contracted With or Used Regularly):	19

GHAA MEMBER

Humana Medical Plan Inc. **(Orlando)**

1060 Maitland Center Commons
Maitland, FL 32751
Phone: (407)661-6000

Executive Name: Robert Bissell

Title: Executive Director

Medical Director: Richard Standridge, M.D.

Marketing: Richard Wheeler

Finance: Debra Smith

Operational Date

04/01/1984

Model Type(s)

IPA

Service Area

Orange, Osceola and Seminole Counties

Enrollment

53,445 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Humana Inc.

Managed By

Humana Medical Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	367
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

Humana Medical Plan Inc.

Reflections Executive Off. Ctr
780 W. Granada Blvd., Ste. 104
Ormond Beach, FL 32174
Phone: (904)676-1800

Executive Name: Michael Brouthers
Title: Executive Director
Medical Director: Ernest C. Cook Jr., M.D.
Marketing: Richard Wheeler
Finance: Michael Brouthers

Operational Date

10/01/1987

Model Type(s)

IPA

Service Area

Flagler and Volusia Counties

Enrollment

30,500 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Humana Inc.

Managed By

Humana Medical Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	199
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER**JMH Health Plan**

1611 N.W. 12th Ave.
Jackson Med Towers West, #1001
Miami, FL 33136
Phone: (305)585-6502

Executive Name: Paul H. Marineau
Title: Director
Medical Director: Vacant
Marketing: Ruben King-Shaw, Jr.
Finance: Gia Betancourt

Operational Date

08/01/1985

Model Type(s)

Staff
Network

Service Area

Dade County

Enrollment

9,466 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

Public Hlth. Trust of Dade Cty

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	17
Physicians (Primary and Secondary):	1,258
Hospitals (Contracted With or Used Regularly):	4

Lourdes Health Services

1313 S.W. First Street
Miami, FL 33135
Phone: (305)643-1454

Executive Name: Santos DeLapas
Title: President
Medical Director: Federico Dumenigo, M.D.
Marketing:
Finance:

Operational Date
04/01/1990

Model Type(s)
Network

Service Area
Dade, Broward, and Palm Beach Counties

Enrollment
6,000 as of 12/31/1991

Tax Status
For-profit

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	600
Hospitals (Contracted With or Used Regularly):	8

MetLife HealthCare Network of Florida, Inc.

2600 Lake Lucien Drive
Suite 300
Maitland, FL 32751-7446
Phone: (407)660-0444

Executive Name: Robert Ritter
Title: President and CEO

Medical Director:

Marketing:

Finance: John Hollkamp

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
Orlando, Miami, Ft. Lauderdale, W. Palm Beach, Tampa,
Jacksonville, Pensacola, and Tallahassee

Enrollment
23,753 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	5,278
Hospitals (Contracted With or Used Regularly):	62

GHAA MEMBER

PCA Health Plans of Florida, Inc.

6101 Blue Lagoon Drive
Ste. 300
Miami, FL 33126
Phone: (305)267-6633

Executive Name: Peter E. Kilassanly
Title: CEO & President
Medical Director: Charles C. Wilhelm, M.D.
Marketing: Kelley V. Stewart
Finance: Jon H. Friesen

Operational Date

06/15/1990

Model Type(s)

IPA

Service Area

Dade, Broward, and portions of Palm Beach Counties

Enrollment

4,300 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Physician Corp. of America

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	Risk	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,350
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER**Pasteur Health Plan HMO**

3233 Palm Avenue
Hialeah, FL 33012
Phone: (305)882-7701

Executive Name: Cary Labarta
Title: CEO
Medical Director: Jorge Caceres, M.D.
Marketing: Jose Berenger
Finance: Carlos Victoria

Operational Date

11/01/1975

Model Type(s)

Staff

Service Area

Dade County

Enrollment

23,884 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Ismael Hernandez, M.D.

FEHBP:	No	Federally Qualified	
Medicaid:	No	HMO:	
Medicare:	None	Federally Qualified	
		CMP:	

Other Lines of Business:

PPO:	No	Open-Ended Product:	
Trad. Insur.:	Yes	Admin. Services Only:	

Number of:

Medical Centers/Satellites:	
Physicians (Primary and Secondary):	
Hospitals (Contracted With or Used Regularly):	

Preferred Medical Plan, Inc.

2500 S.W. 75th Avenue
Miami, FL 33155
Phone: (305)669-1501

Executive Name: Sylvia Urlich
Title: CEO
Medical Director: Jonathon Fox, D.O.
Marketing: Elise Ross
Finance: John Kirby

Operational Date
01/01/1972

Model Type(s)
IPA
Staff
Group

Service Area
Dade County

Enrollment
10,600 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Preferred Medical Plan, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	35
Hospitals (Contracted With or Used Regularly):	4

Principal Health Care of Florida, Pensacola Division

One University Plaza
7282 Plantation Rd., Suite 300
Pensacola, FL 3250414
Phone: (904)484-4000

Executive Name: Russell F. Mohawk
Title: Executive Director
Medical Director: Frank S. Pettyjohn, M.D.
Marketing: Chuck Trinchitella
Finance: Jeri Kanellos

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
Florida: Escambia, Santa Rosa, Okaloosa, and Walton Counties; Alabama: Baldwin, Escambia, Monroe, Conecuh, and Covington Counties

Enrollment
15,004 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	260
Hospitals (Contracted With or Used Regularly):	23

Principal Health Care of FL, Inc., Jacksonville Division

1200 Gulf Life Drive
Suite 500
Jacksonville, FL 32207
Phone: (904)390-0935

Executive Name: James Henry
Title: Executive Director
Medical Director: Kenneth Jones, M.D.
Marketing: Deborah Dunaway
Finance: Bruno Littleton, CPA

Operational Date
08/01/1984

Model Type(s)
IPA

Service Area
Baker, Clay, Duval, Nassau and St. Johns County

Enrollment
18,873 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	816
Hospitals (Contracted With or Used Regularly):	12

Prudential Health Care Plan Inc. - PruCare of South FL.

5900 N. Andrews Avenue
Suite 1000
Ft. Lauderdale, FL 33309
Phone: (305)492-8244

Executive Name: Christopher D. Sims
Title: Director, Group Operations
Medical Director: Melvyn Fletcher, M.D.
Marketing: Paul VanCleave
Finance: Harvey Ludlam

Operational Date
10/01/1986

Model Type(s)
IPA

Service Area
Broward, Dade and Palm Beach Counties

Enrollment
13,857 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,751
Hospitals (Contracted With or Used Regularly):	18

GHAA MEMBER

Prudential Health Care Plan - PruCare Of Tampa Bay

3450 W. Busch Boulevard
Suite 245
Tampa, FL 33618
Phone: (813)932-1977

Executive Name: Christopher Adams
Title: Exec. Dir., Group Operations
Medical Director: Robert G. Neuhardt, M.D.
Marketing: Wallace Dawson
Finance: Harvey Ludlam

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
Hillsborough, Pasco and Pinellas Counties

Enrollment
25,396 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	580
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

Prudential Health Care Plan, Inc. - PruCare of Orlando

2301 Lucien Way
Suite 230
Maitland, FL 32751
Phone: (407)875-6600

Executive Name: Andrew D. Crooks
Title: Director, Group Operations
Medical Director: Edward H. Lowenstein, M.D.
Marketing: Andrew Crooks
Finance: Harvey Ludlam

Operational Date
01/01/1984

Model Type(s)
Group

Service Area
Orange, Osceola, and Seminole Counties

Enrollment
52,935 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	298
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER

Prudential Health Care System - PruCare of Jacksonville

1200 Gulf Life Drive
Suite 701
Jacksonville, FL 32207
Phone: (904)391-3415

Executive Name: Matthew Davies
Title: Director, Group Operations
Medical Director:
Marketing: Matthew Davies
Finance: Harvey Ludlam

Operational Date

08/01/1984

Model Type(s)

Group

Service Area

Duval, St. Johns, Clay, Nassau, and Baker Counties

Enrollment

40,928 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	300
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

CIGNA Healthplan of Georgia, Inc.

1360 Peachtree Street, N.E.
Midtown Plaza II- Suite 1300
Atlanta, GA 30309
Phone: (404)881-9779

Executive Name: Terri Branning
Title: Vice Pres./Healthplan Manager
Medical Director: William Tatum, M.D.
Marketing: Tom Power
Finance: John Upchurch

Operational Date
01/01/1982

Model Type(s)
IPA

Service Area
Bartow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb,
Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry,
Newton, Rockdale, and Spalding Counties

Enrollment
34,696 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

HMO Georgia

3350 Peachtree Road, N.E.
Atlanta, GA 30326
Phone: (404)842-8400

Executive Name: T.E. Garner, Jr.
Title: Vice President and COO
Medical Director: Ted Hamilton, M.D.
Marketing: Mark Shaughnessy
Finance: Debbie Rader

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Atlanta, Augusta, and Macon

Enrollment
37,747 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Georgia

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,485
Hospitals (Contracted With or Used Regularly):	23

Kaiser Foundation Health Plan of Georgia, Inc.

3355 Lenox Road, N.E.
Suite 1000
Atlanta, GA 30326
Phone: (404)233-0555

Executive Name: Richard G. Barnaby
Title: VP & Regional Manager
Medical Director: J. Harper Gaston, M.D.
Marketing: Ronald Hostettler
Finance: Lee Aurich

Operational Date
09/30/1985

Model Type(s)
Group

Service Area
Barrow, Butts, Cherokee, Clayton, Cobb, Dekalb, Douglas, Fayette, Forsyth, Fulton, Hall, Gwinnett, Henry, Newton, Paulding, Rockdale, Spalding, and Walton Counties

Enrollment
158,495 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	480
Hospitals (Contracted With or Used Regularly):	9

GHAA MEMBER

Master Health Plan, Inc.

3604 Wheeler Road
Unit B
Augusta, GA 30909
Phone: (404)863-5955

Executive Name: John B. O'Neal III, Esq.
Title: Executive Director
Medical Director: Henry D. Scoggins, M.D.
Marketing:
Finance: Dennis Kelley

Operational Date
03/01/1987

Model Type(s)
IPA

Service Area
Central Savannah River Area

Enrollment
6,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Health Master Health Plan, Inc

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	125
Hospitals (Contracted With or Used Regularly):	5

MetLife HealthCare Network of Georgia, Inc.

47 Perimeter Center East
Suite 650
Atlanta, GA 30346
Phone: (404)393-0630

Executive Name: Robert Ritter
Title: President and CEO
Medical Director: Marshall Levine, M.D.
Marketing:
Finance:

Operational Date
07/01/1987

Model Type(s)
IPA

Service Area
Greater Atlanta area

Enrollment
4,889 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	949
Hospitals (Contracted With or Used Regularly):	21

GHAA MEMBER

PARTNERS Health Plan of Georgia, Inc.

3 Piedmont Center, Suite 300
3565 Piedmont Road
Atlanta, GA 30305
Phone: (404)814-4300

Executive Name: Teresa L. Kline
Title: Executive Director
Medical Director: John Gastright, M.D.
Marketing: Barbara Bailey
Finance: Russell Jarvis

Operational Date
04/01/1985

Model Type(s)
IPA

Service Area
Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, Dekalb, Douglas, Fayette, Forsythe, Fulton, Gwinnett, Hall, Haralson, Heard, Henry, Lamar, Newton, Pickens, Paulding, Pike, Rockdale, Spalding, and Walton Counties

Enrollment
39,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	22

GHAA MEMBER

Prudential Health Care Plan, Inc. - PruCare of Atlanta

2839 Paces Ferry Road, #1000
P.O. Box 724628
Atlanta, GA 30339
Phone: (404)955-8010

Executive Name: Marilyn Schaffer
Title: VP, Group Operations
Medical Director: Charles Gendel, M.D.
Marketing: Bart Hester
Finance: Harvey Ludlam

Operational Date
05/01/1981

Model Type(s)
Group

Service Area
Cherokee, Clayton, Cobb, Dekalb, Douglas, Fayette,
Forsyth, Fulton, Gwinnett, Henry, Newton, Bartow,
Paulding, Coweta, Spalding, Butts, Rockdale, Walton, and
Burrow Counties

Enrollment
60,269 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	194
Hospitals (Contracted With or Used Regularly):	9

GHAA MEMBER

United HealthCare of Georgia, Inc.

3390 Peachtree Road, NE
Suite 600
Atlanta, GA 30326
Phone: (404)364-8800

Executive Name: Kelley Atkinson
Title: CEO
Medical Director: J. David Lentz, III, M.D.
Marketing: Robert Yungk
Finance: Pamela Bender

Operational Date
01/01/1980

Model Type(s)
IPA

Service Area
Metro Atlanta

Enrollment
69,358 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

Managed By
United HealthCare Corporation

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,348
Hospitals (Contracted With or Used Regularly):	40

GHAA MEMBER

FHP, Inc.

P.O. Box 6578
 Tamuning, GU 96911
 Phone: (671) 646-6956

Executive Name: Edward English
Title: Regional Vice President
Medical Director: Kenneth Sussman
Marketing: Lou Sanchez
Finance: Margaret Van Meter

Operational Date
 07/01/1973

Model Type(s)
 Staff

Service Area
 Guam and Saipan

Enrollment
 31,000 as of 12/31/1991

Tax Status
 For-profit

Owner/Affiliate
 FHP, Inc.

Managed By
 FHP, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	40
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

Guam Memorial Health Plan (GMHP)

142 West Seaton Boulevard
 Agana, GU 96910
 Phone: (671) 472-4647

Executive Name: Frank B. Rosario
Title: President & CEO
Medical Director: Ruben Basilio, M.D.
Marketing: James W. Gillan
Finance: Marietta Ledesma

Operational Date
 01/01/1978

Model Type(s)
 IPA

Service Area
 Territory of Guam, Commonwealth of the Northern Marianas Republic of Belau, Federated States of Micronesia, the Republic of the Marshall Islands

Enrollment
 37,600 as of 12/31/1991

Tax Status
 Nonprofit

Owner/Affiliate
 Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	54
Hospitals (Contracted With or Used Regularly):	3

Community Health Program

P.O. Box 860
Honolulu, HI 96808
Phone: (808)944-2372

Executive Name: Marvin B. Hall
Title: President
Medical Director: Henry Oyama, M.D.
Marketing: Michael W.C. Wong
Finance: Cliff K. Cisco

Operational Date
01/01/1972

Model Type(s)
Network

Service Area
State of Hawaii

Enrollment
12,779 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BCBS - HI Med. Serv. Assoc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	17
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	21

Health Plan Hawaii

P.O. Box 860
Honolulu, HI 96808
Phone: (808)944-2408

Executive Name: Ralph J. Kiessling
Title: President
Medical Director: Herbert Uemura, M.D.
Marketing: Michael W.C. Wong
Finance: Cliff K. Cisco

Operational Date
07/01/1981

Model Type(s)
Network

Service Area
State of Hawaii

Enrollment
18,750 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC HI Med. Ser. Assoc./BCBS HI

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	17
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	21

Island Care

Six Waterfront Plaza, Ste. 210
500 Ala Moana Boulevard
Honolulu, HI 96813
Phone: (808)523-8686

Executive Name: Andrew S. Karabinos
Title: President & CEO
Medical Director: Robert Hollison, M.D.
Marketing: Donald Wakeman
Finance: David Heywood

Operational Date
07/01/1981

Model Type(s)
Group

Service Area
Statewide (Kauai, Hawaii, Oahu)

Enrollment
20,872 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Queen's Development Corp., Inc

Managed By
Managed Care Management, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	145
Hospitals (Contracted With or Used Regularly):	5

Kaiser Foundation Health Plan, Inc. - Hawaii Region

711 Kapiolani Boulevard
Honolulu, HI 96813
Phone: (808)529-5297

Executive Name: Cora M. Tellez
Title: VP & Regional Manager
Medical Director: Michael Chaffin, M.D.
Marketing: David C. Dunlap
Finance: Deborah Stokes

Operational Date
01/01/1958

Model Type(s)
Group

Service Area
Islands of Oahu, Maui and the Kona region of Hawaii

Enrollment
186,289 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	12
Physicians (Primary and Secondary):	260
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

Pacific Health Care

1946 Young Street
Suite 450
Honolulu, HI 96826
Phone: (808)973-3000

Executive Name: John Kim, M.D.

Title: President

Medical Director: John Kim, M.D.

Marketing:

Finance:

Operational Date

10/01/1988

Model Type(s)

IPA

Service Area

Island of Oahu

Enrollment

4,100 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

Partnership-Medical Centers

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	350
Hospitals (Contracted With or Used Regularly):	5

Straub Clinic and Hospital

888 South King Street
Honolulu, HI 96813
Phone: (808)522-3035

Executive Name: Blake Waterhouse, M.D.

Title: CEO

Medical Director: Alan Hawk, M.D.

Marketing: Art McKinlay

Finance: Nathan Mau

Operational Date

04/01/1989

Model Type(s)

Group

Service Area

Oahu

Enrollment

17,000 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Doctors of Straub Clinic/Hosp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	140
Hospitals (Contracted With or Used Regularly):	3

Idaho Preferred Health Care

P.O. Box 7408
Boise, ID 83707
Phone: (208)345-4550

Executive Name: Carol Rosebrock
Title: Manager, ADS
Medical Director: Clay Morgan, M.D.
Marketing: Richard Armstrong
Finance: Ron Warnke

Operational Date
11/01/1990

Model Type(s)
IPA

Service Area
Ada, Boise, Canyon, Kootenai, Latah and Shoshone
Counties

Enrollment
2,100 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Blue Cross of ID Health Serv.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	450
Hospitals (Contracted With or Used Regularly):	43

**Lincoln National Health Plan,
Inc.**

300 Mallard Drive
Suite 220
Boise, ID 83706
Phone: (208)343-3330

Executive Name: Richard G. Roller
Title: Executive Director
Medical Director: Michael P. Gibson, M.D.
Marketing: Mike Fulk
Finance: Margot Hostetler

Operational Date
01/01/1987

Model Type(s)
IPA
Network

Service Area
Ada and Canyon Counties

Enrollment
19,300 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln National Admin. Serv.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	100
Hospitals (Contracted With or Used Regularly):	6

Aetna Health Plan of Illinois (Chicago)

303 W. Madison Street
Suite 300
Chicago, IL 60606
Phone: (312)372-0209

Executive Name: Thomas E. Hecht
Title: Executive Director
Medical Director: Alan Rosenberg, M.D.
Marketing: Thomas E. Hecht
Finance: David Field

Operational Date
01/17/1982

Model Type(s)
IPA

Service Area
Cook, DuPage, Lake, McHenry and Will Counties

Enrollment
10,800 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,534
Hospitals (Contracted With or Used Regularly):	33

GHAA MEMBER

American Health Care Providers d/b/a American HMO

4801 Southwick Drive
Matteson, IL 60443
Phone: (708)503-5000

Executive Name: Joe Garrett
Title: Director of Operations
Medical Director: Nalini Thakrar, M.D.
Marketing: Richard Tannebaum
Finance: Ramesh Joshi

Operational Date
04/01/1984

Model Type(s)
Network

Service Area
12 counties in NE Illinois (including Chicago metro area)
and NW Indiana

Enrollment
38,900 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
American Health Care Providers

Managed By
American Health Care Providers

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,240
Hospitals (Contracted With or Used Regularly):	26

CIGNA Healthplan of Illinois

1700 Higgins Road
Suite 600
Des Plaines, IL 60018
Phone: (312)699-5600

Executive Name: Cheryle Slamkowski
Title: Plan Manager
Medical Director: Michael Hawkins, M.D.
Marketing: Bob Otto
Finance: Bill Wachs

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Cook, DuPage, Kane, Lake, Will, and McHenry Counties,
IL; Laporte, Porter, and Lake Counties, IN

Enrollment
39,318 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,500
Hospitals (Contracted With or Used Regularly):	55

GHAA MEMBER

CarleCare HMO (a product of Health Alliance Medical Plans)

102 East Main Street
P.O. Box 6003
Urbana, IL 61801
Phone: (217)337-8010

Executive Name: C. Carleton King
Title: Executive Director
Medical Director: Benjamin H. Robbins, M.D.
Marketing: Peter Ruedi
Finance: Jeffrey C. Ingram

Operational Date
03/01/1980

Model Type(s)
Network

Service Area
East Central Illinois

Enrollment
63,174 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Health Alliance Medical Plans

Managed By
CHIMCO

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	11
Physicians (Primary and Secondary):	320
Hospitals (Contracted With or Used Regularly):	11

GHAA MEMBER

Chicago HMO Ltd.

540 North LaSalle Street
Chicago, IL 60610
Phone: (312)751-7500

Executive Name: Judith K. Brown
Title: Chief Operating Officer
Medical Director: Mitchell Trubitt, M.D.
Marketing: Allan Glick
Finance: Clement Horne

Operational Date
05/01/1976

Model Type(s)
Network

Service Area
Illinois counties of Cook, DuPage, Kane, Lake, LaSalle, and Will; WI county of Kenosha; IN counties of Lake, LaPorte and Porter

Enrollment
199,244 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
HMO America, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	200
Physicians (Primary and Secondary):	5,600
Hospitals (Contracted With or Used Regularly):	104

GHAA MEMBER**Clinicare**

7124 Windsor Lake Parkway
Rockford, IL 61111
Phone: (815)654-3600

Executive Name: John W. Zilavy
Title: President
Medical Director: Vacant
Marketing: Patsy Luedke
Finance: Randy L. Stuart

Operational Date
12/01/1980

Model Type(s)
Group
Network

Service Area
Winnebago, Stephenson, Boone, DeKalb, and Ogle counties

Enrollment
24,704 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Rockford Clinic, Ltd.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	14
Physicians (Primary and Secondary):	250
Hospitals (Contracted With or Used Regularly):	7

Compass Health Care Plans

310 South Michigan Avenue
Suite 1300
Chicago, IL 60604
Phone: (312)294-0200

Executive Name: Aldo Giacchino
Title: Chief Executive Officer
Medical Director: John W. Keifer, M.D.
Marketing: Adrian Kutska
Finance: John Harter

Operational Date
11/01/1984

Model Type(s)
IPA

Service Area
Cook, DuPage, Lake, McHenry and Will Counties

Enrollment
15,300 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,500
Hospitals (Contracted With or Used Regularly):	32

GHAA MEMBER**Dreyer HMO**

2111 Plum Street
Aurora, IL 60506
Phone: (708)859-0400

Executive Name: Richard A. Lutz
Title: Executive Director
Medical Director: Charles L. Derus, M.D.
Marketing: Ralph DiBenedetto
Finance: Denise A. Weigelmann

Operational Date
01/01/1985

Model Type(s)
Network

Service Area
Kane, DuPage, Kendall, Will and DeKalb Counties

Enrollment
33,164 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	108
Hospitals (Contracted With or Used Regularly):	3

Great Lakes Health Plan

Suite 100
747 E. 22nd Street
Lombard, IL 60148
Phone: (708)916-8400

Executive Name: Terrance P. Barber

Title: Plan Director

Medical Director:

Marketing: Peter Anderson

Finance: Ralph O'Brien

Operational Date

03/01/1985

Model Type(s)

IPA

Service Area

Lake, Cook, DuPage, Will, Kane, and McHenry Counties in Illinois, and Lake County in Indiana

Enrollment

54,151 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Lincoln National Corporation

Managed By

Lincoln National Corporation

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,100
Hospitals (Contracted With or Used Regularly):	50

HMO Illinois

233 North Michigan Avenue
Chicago, IL 60601
Phone: (312)620-3000

Executive Name: Frank E. Nicholson

Title: Vice President

Medical Director: Burton VanDerLaan, M.D.

Marketing: Michael Seibold

Finance: Raymond S. McCaskey

Operational Date

06/01/1977

Model Type(s)

IPA

Group

Service Area

Chicago Metro area; 58 counties throughout IL; Lake and Porter Counties in IN

Enrollment

320,285 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

BC & BS of Illinois

Managed By

BC & BS of Illinois

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	125
Physicians (Primary and Secondary):	4,832
Hospitals (Contracted With or Used Regularly):	125

HealthChicago, Inc.

950 Warrenville Road
Lisle, IL 60532
Phone: (708)964-6200

Executive Name: Norman J. Beles
Title: President & CEO
Medical Director: Drs. Mathy/Weber/Ghattas
Marketing: Dan J. Fox
Finance: Raymond J. Kosteck

Operational Date
10/01/1984

Model Type(s)
IPA

Service Area
Cook, DuPage, Lake, Will, Kane and McHenry Counties in IL; Lake, Porter and LaPorte Counties in IN

Enrollment
65,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Three hospitals

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,000
Hospitals (Contracted With or Used Regularly):	53

Humana-Michael Reese HMO

2545 S. Martin Luther King Dr.
Chicago, IL 60616
Phone: (312)808-3810

Executive Name: Barry W. Averill
Title: President & CEO
Medical Director: Jess Boyer, M.D.
Marketing: Andrea Stallworth
Finance: David Jarboe

Operational Date
07/01/1972

Model Type(s)
Staff

Service Area
Chicago Metropolitan Area

Enrollment
238,675 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana, Inc.

Managed By
Humana-Michael Reese HMO

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	22
Physicians (Primary and Secondary):	789
Hospitals (Contracted With or Used Regularly):	17

GHAA MEMBER

Illinois Masonic Community Health Plan

836 W. Wellington
Chicago, IL 60657
Phone: (312)975-1600

Executive Name: Gerald W. Mungerson
Title: President
Medical Director: Silviano Gomez, M.D.
Marketing: Sharon Sullivan
Finance: James Obrecht

Operational Date
10/01/1984

Model Type(s)
Staff
Network

Service Area
Cook County

Enrollment
3,761 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Illinois Masonic Medical Ctr.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	70
Hospitals (Contracted With or Used Regularly):	1

Maxicare Illinois

111 E. Wacker Drive
Suite 1500
Chicago, IL 60601
Phone: (312)616-4700

Executive Name: Philip C. Walker II
Title: Vice President/General Manager
Medical Director: Gerald Silverstein, M.D.
Marketing: Loretta Elliot
Finance:

Operational Date
12/01/1972

Model Type(s)
IPA

Service Area
Chicago, Peoria, Champaign

Enrollment
23,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Maxicare Health Plans, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	67
Physicians (Primary and Secondary):	2,000
Hospitals (Contracted With or Used Regularly):	71

MedCare

1707 South First Avenue
Maywood, IL 60153
Phone: (708)865-7700

Executive Name: Sondra Rafferty
Title: President
Medical Director: Rosa Subero, M.D.
Marketing: Mark H. Moser
Finance: Ramesh Rupani

Operational Date
11/01/1985

Model Type(s)
IPA
Staff

Service Area
Six counties in metro Chicago

Enrollment
57,380 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	1,576
Hospitals (Contracted With or Used Regularly):	42

**MetLife HealthCare Network
of Illinois, Inc.**

1375 E. Woodfield Rd., Ste. 110
The Woodfield Financial Center
Schaumburg, IL 60173-5422
Phone: (708)619-2222

Executive Name: Charles Hertz, M.D.
Title: President and CEO
Medical Director: Charles Hertz, M.D.

Marketing:

Finance:

Operational Date
09/01/1986

Model Type(s)
IPA

Service Area
Cook, DuPage, Kane, Kendall, Lake, McHenry, Will,
Henry, Rock Island Counties

Enrollment
17,565 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,605
Hospitals (Contracted With or Used Regularly):	69

GHAA MEMBER

PersonalCare Health Management, Inc.

510 Devonshire Drive
Suite G
Champaign, IL 61820
Phone: (217)251-1398

Executive Name: Alan L. Mytly
Title: President
Medical Director: Jeffrey L. Lenow, M.D., JD
Marketing: Michael J. Fishburn
Finance: Eugene Motycka

Operational Date
06/01/1984

Model Type(s)
Network

Service Area
Eastern Illinois

Enrollment
38,965 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

Managed By
PersonalCare Hlth. Mgmt., Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	325
Hospitals (Contracted With or Used Regularly):	25

GHAA MEMBER

Principal Health Care of Illinois

310 South Michigan Avenue
Suite 1300
Chicago, IL 60604
Phone: (312)294-6594

Executive Name: Lee B. Green
Title: Executive Director
Medical Director: Melvin Museles, M.D.
Marketing:
Finance: Jeri Kanellos

Operational Date
11/01/1988

Model Type(s)
Network

Service Area
Chicago metro area including Cook, Lake, DuPage and Kane Counties

Enrollment
311 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,497
Hospitals (Contracted With or Used Regularly):	30

**Prudential Health Care Plan,
Inc. - PruCare of Illinois**

9450 W. Bryn Mawr
Rosemont, IL 60018
Phone: (708)671-8700

Executive Name: Tim Dewitt
Title: Director, Managed Health Care
Medical Director: Henry Hollander, M.D.
Marketing: Michael Dooley
Finance: George Becker

Operational Date
05/01/1975

Model Type(s)
Network

Service Area
Cook, Lake, and DuPage Counties; portions of McHenry,
Kane, Will, and DeKalb Counties

Enrollment
19,269 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,047
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

RUSH Health Plans

33 East Congress Parkway
Suite 600
Chicago, IL 60605
Phone: (312)347-3420

Executive Name: Truman Esmond, Jr.
Title: President and CEO
Medical Director: William Rollow, M.D.
Marketing: H. Robert Shive
Finance: Cathy McNeal

Operational Date
07/01/1971

Model Type(s)
IPA
Staff

Service Area
Chicago Metropolitan area: Cook, Lake, Will, DuPage,
McHenry and Kane Counties in Illinois; Lake, LaPorte,
and Porter Counties in Indiana

Enrollment
153,400 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Rush-Presbyterian-St. Luke's

Managed By
RUSH Health Plans

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	19
Physicians (Primary and Secondary):	1,120
Hospitals (Contracted With or Used Regularly):	39

GHAA MEMBER

Share Health Plan of Illinois, Inc.

1 Pierce Place
Suite 600
Itasca, IL 60143-1299
Phone: (708)250-3200

Executive Name: John G. Ruther
Title: President & CEO
Medical Director: Mervin Shalowitz, M.D.
Marketing: David Gotsch
Finance: James Gorman

Operational Date
02/15/1984

Model Type(s)
IPA
Network

Service Area
Cook, DuPage, Lake, Kane, McHenry

Enrollment
69,937 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,385
Hospitals (Contracted With or Used Regularly):	48

GHAA MEMBER

Travelers Health Network of Illinois, Inc.

50 Shuman Boulevard
P.O. Box 3101
Naperville, IL 60566-7101
Phone: (708)983-2400

Executive Name: Timothy Dickman
Title: Executive Director
Medical Director: Christine Stoll, M.D.
Marketing: Janet Hughes
Finance: Brenda Roberts

Operational Date
01/22/1991

Model Type(s)
IPA

Service Area
Metropolitan Chicago

Enrollment
523 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Insurance Co.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,668
Hospitals (Contracted With or Used Regularly):	43

GHAA MEMBER

Union Health Service, Inc.

1634 West Polk Street
Chicago, IL 60612
Phone: (312)829-4224

Executive Name: Helen M. Hrynkiw
Title: Executive Director
Medical Director: Angelo P. Creticos, M.D.
Marketing: Jill Rock
Finance: Helen M. Hrynkiw

Operational Date
04/01/1955

Model Type(s)
Staff

Service Area
Chicago metro area including Cook County and outlying
DuPage County

Enrollment
27,383 as of 12/31/1991

Tax Status
Nonprofit

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	78
Hospitals (Contracted With or Used Regularly):	15

GHAA MEMBER

**University of Illinois HMO/
Plan Trust**

2023 W. Ogden Avenue
Suite 205
Chicago, IL 60612
Phone: (312)996-3553

Executive Name: Donald Moy
Title: Director
Medical Director: H. Constance Bonbrest, MD
Marketing: Nancy Levun
Finance: Donald Moy

Operational Date
06/01/1986

Model Type(s)
Group

Service Area
Cook and surrounding counties

Enrollment
17,562 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Board of Trustees, Univ. of IL

Managed By
Univ. of IL Hospital & Clinics

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	430
Hospitals (Contracted With or Used Regularly):	6

**Anthem Health Plan of
Indiana, Inc.**

333 N. Alabama Street
Suite 370
Indianapolis, IN 46204
Phone: (317)262-4577

Executive Name: John D. Cuny
Title: President and CEO
Medical Director: Lowell Weiner, M.D.
Marketing: David W. Anderson
Finance: Jerry L. Wehmhoefer

Operational Date
11/16/1990

Model Type(s)
IPA

Service Area
State of Indiana

Tax Status
For-profit

Owner/Affiliate
Associated Insurance Co., Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	469
Hospitals (Contracted With or Used Regularly):	8

Arnett HMO, Inc.

3768 Rome Drive
P.O. Box 6108
Lafayette, IN 47905
Phone: (317)448-8200

Executive Name: James A. Brunnemer
Title: Executive Director
Medical Director: Michael W. Skehan, M.D.
Marketing: R. Marshall Powell
Finance: Tim Maddox

Operational Date
06/01/1985

Model Type(s)
Group

Service Area
North Central Indiana

Enrollment
19,744 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	170
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Farm Bureau Insurance Managed Care Plan, Inc.

3737 N. Meridian Street
Suite 201
Indianapolis, IN 46208
Phone: (317) 921-3960

Executive Name: Andrew C. Johnston
Title: President & CEO
Medical Director: Frank D. Lloyd, M.D.
Marketing:
Finance: Jenny Bolin-Bradshaw

Operational Date
02/13/1986

Model Type(s)
IPA

Service Area
State of Indiana

Enrollment
19,166 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United Farm Bureau Family Life

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,952
Hospitals (Contracted With or Used Regularly):	48

Health Maintenance of Indiana/ Key Health Plan

333 N. Alabama Street
Ste. 300
Indianapolis, IN 46204
Phone: (317) 262-4557

Executive Name: John D. Cuny
Title: Pres. & Chief Exec. Officer
Medical Director: Lowell Weiner, M.D.
Marketing: David Anderson
Finance: Jerry Wehmhoefer

Operational Date
08/01/1983

Model Type(s)
IPA

Service Area
State of Indiana

Enrollment
31,940 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Associated Insurance Co., Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,642
Hospitals (Contracted With or Used Regularly):	51

Lincoln National Health Plan

1700 Magnovox Way
P.O. Box 2381
Fort Wayne, IN 46801
Phone: (219)455-3350

Executive Name: Karen Greenrose
Title: CEO
Medical Director: Mark Hochstetler, M.D.
Marketing: Robert Gebhard
Finance: Ralph O'Brien

Operational Date
11/01/1985

Model Type(s)
IPA

Service Area
State of Indiana

Enrollment
24,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln National Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,200
Hospitals (Contracted With or Used Regularly):	32

M Plan

8802 North Meridian Street
Suite 100
Indianapolis, IN 46260
Phone: (317)571-5300

Executive Name: Alex Slabosky
Title: President
Medical Director: Elizabeth S. Peterson, MD
Marketing: Richard Altstadt
Finance: Rick Weymier

Operational Date
06/01/1989

Model Type(s)
IPA
Group

Service Area
Marion, Boone, Hamilton, Hancock, Hendricks, Johnson,
Morgan, and Shelby Counties

Enrollment
16,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Methodist Hospital of Indiana

Managed By
MH Healthcare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	850
Hospitals (Contracted With or Used Regularly):	11

GHAA MEMBER

Maxicare Indiana

9480 Priority Way West Drive
Indianapolis, IN 46240-3899
Phone: (317)844-5775

Executive Name: Thomas Klages
Title: Vice President/General Manager
Medical Director: N. Harvey Himmelstein, MD
Marketing: Dijuana Lewis
Finance:

Operational Date
01/01/1980

Model Type(s)
IPA
Network

Service Area
Fort Wayne; Indianapolis area, Northwest IN

Enrollment
90,835 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Maxicare Health Plans, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	142
Physicians (Primary and Secondary):	236
Hospitals (Contracted With or Used Regularly):	28

PARTNERS National Health Plan of Indiana, Inc.

One Michiana Square
100 E. Wayne Street, #502
South Bend, IN 46601
Phone: (219)233-4899

Executive Name: Richard J. Wurzburg
Title: President, CEO
Medical Director: Alan Snell, M.D.
Marketing: Steven Hamilton
Finance: James J. Ewing

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
Elkhart and St. Joseph Counties

Enrollment
36,300 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Hospitals and Physicians

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	276
Hospitals (Contracted With or Used Regularly):	3

Physicians Health Network and Physicians Health Services

P.O. Box 3357
1 Riverfront Place, Suite 400
Evansville, IN 47732-3357
Phone: (812)465-6000

Executive Name: Russell W. Sherlock
Title: Chief Operating Officer
Medical Director: Robert K. Spear, M.D.
Marketing: Richard Worthington
Finance: Jaron Johnson

Operational Date
05/20/1985

Model Type(s)
IPA

Service Area
11 counties in southwestern Indiana - Davies, Dubois,
Gibson, Knox, Martin, Perry, Pike, Posey, Spencer,
Vanderburgh, and Warrick

Enrollment
20,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Anthem Health Plans, Inc.

Managed By
Acordia Business Benefits

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	300
Hospitals (Contracted With or Used Regularly):	4

Physicians Health Plan of Northern Indiana

7222 Engle Road
Fort Wayne, IN 46804
Phone: (219)432-6690

Executive Name: Thomas S. Summerill
Title: Chief Executive Officer
Medical Director: Philip Shubert, M.D.
Marketing: Marcia Haaff
Finance:

Operational Date
10/01/1983

Model Type(s)
IPA

Service Area
Northeast Indiana including: Adams, Allen, Dekalb,
Huntington, Jay, LaGrange, Noble, Steuben, Wells and
Whitley Counties

Enrollment
51,406 as of 12/31/1991

Tax Status
Nonprofit

Managed By
United HealthCare Corporation

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	477
Hospitals (Contracted With or Used Regularly):	12

Tri-Health Plan

432 Washington Street
P.O. Box 1787
Columbus, IN 47202-1787
Phone: (812)378-7000

Executive Name: Roy H. Flaherty
Title: President & CEO
Medical Director: D. Kirkpatrick, M.D.
Marketing:
Finance: Michael Sabin

Operational Date
01/01/1988

Model Type(s)
IPA

Service Area
11 county area in Southeastern Indiana

Enrollment
20,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Southeastern IN Health Organ.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	175
Hospitals (Contracted With or Used Regularly):	4

Welborn HMO, A Division of Welborn Clinic

19 N.W. 4th Street
Suite 600
Evansville, IN 47708
Phone: (812)425-3939

Executive Name: R. Denny Carrier
Title: Administrator, Welborn Clinic
Medical Director: John C. Huus, M.D.
Marketing: Carolyn Miller
Finance: Gary W. Bauer

Operational Date
08/01/1986

Model Type(s)
Staff

Service Area
Davies, Dubois, Gibson, Knox, Perry, Pike, Posey, Spencer, Warrick, and Vanderburgh counties

Enrollment
32,840 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Welborn Clinic Physicians

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	86
Hospitals (Contracted With or Used Regularly):	1

GHAA MEMBER

Care Choices - Iowa/Mercy Alternative

600 Fourth Street
Suite 401
Souix City, IA 51101
Phone: (712)252-2344

Executive Name: Robert J. Flanagan
Title: President/CEO
Medical Director: Stanley Bloustine, M.D.
Marketing: Rona Berinobis
Finance: Kimberly K. Horn

Operational Date

07/01/1987

Model Type(s)

IPA

Service Area

Sioux, Plymouth, Cherokee, Woodbury, Ida, Monona
Counties in Iowa; Dikon, Dakota, and Thurston Counties
in Nebraska; Clay and Union Counties in South Dakota

Enrollment

8,278 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

Mercy Health Services

Managed By

Mercy Alternative

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	165
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

HMO Iowa, Inc.

317 - 6th Avenue
Suite 1002
Des Moines, IA 50309
Phone: (515)244-6300

Executive Name: Thomas E. Press
Title: Exec. Vice President and COO
Medical Director: Kevin J. Cunningham, M.D.
Marketing: Tami R. Marquardt
Finance: Jamie J. Reber

Operational Date

12/01/1985

Model Type(s)

IPA

Service Area

34 counties

Enrollment

37,393 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

The Principal Financial Group

Managed By

McNerney Heintz, Inc.

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	388
Hospitals (Contracted With or Used Regularly):	14

Heritage National Healthplan

11 Corporate East
1910 East Kimberly Road
Davenport, IA 52807
Phone: (319)344-4417

Executive Name: G. Michael Hammes
Title: President
Medical Director: Stephen B. Sidwell, M.D.
Marketing: Charles P. Parsons
Finance: Richard R. Detwiler

Operational Date
08/05/1985

Model Type(s)
IPA

Service Area
4-state market including Iowa, Tennessee, Illinois and Wisconsin

Enrollment
197,959 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Deere & Co.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,300
Hospitals (Contracted With or Used Regularly):	79

Medical Associates Health Plan, Inc.

One CyCare Plaza
Ste. 230
Dubuque, IA 52001
Phone: (319)556-8070

Executive Name: Lawrence E. Cremér
Title: Executive Director
Medical Director: Frederick G. Asmussen, MD
Marketing: Terry Kane
Finance: Katherine A. Kurt, CPA

Operational Date
08/01/1987

Model Type(s)
Group

Service Area
45 mile radius of Dubuque

Enrollment
29,935 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Medical Associates Clinic, PC

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	142
Hospitals (Contracted With or Used Regularly):	14

United HealthCare of Iowa, Inc.

2700 Westown Parkway, Ste. 200
West Des Moines, IA 50265
Phone: (515)225-1234

Executive Name: D. Michael Elliott
Title: President & CEO
Medical Director: Thomas Kline, D.O.
Marketing: Steve Jacobson
Finance: Janet Lowe

Operational Date
07/01/1983

Model Type(s)
Network

Service Area
Polk, Warren, Boone, CerroGordo, Dallas, Hancock, Jasper,
Kossuth, Madison, Marion, Marshall, Pohawahamie, Story,
Winnebago, Worth, Adair, Monroe, Poweshiek, Tama,
Union, Wapello, Webster, Clarke, Greene, Grundy,
Guthrie, Hamilton, Hardin, Lucas, Mahaska

Enrollment
26,145 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	No
Medicare:	HCPP	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	481
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

**CIGNA Healthplan of Kansas/
Missouri, Inc.**

2959 N. Rock Road
Wichita, KS 67226
Phone: (316)636-1152

Executive Name: Douglas Stratton
Title: Vice President and Exec. Dir.
Medical Director: Adrian Walling, M.D.
Marketing: Paul Stucky
Finance: Charles Appelgate

Operational Date
07/01/1981

Model Type(s)
Network

Service Area
Kingman, Sedgwick, Butler, Harvey, Marion, Crowley,
McPherson, and Sumner Counties

Enrollment
42,547 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	163
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER**CIGNA Healthplan of Kansas/
Missouri, Inc. (Kansas City)**

7400 West 110th Street
Suite 600
Overland Park, KS 66210
Phone: (913)451-9389

Executive Name: Joy Haug
Title: Vice Pres./Healthplan Manager
Medical Director: Ernie Weis, M.D.
Marketing: Ken Watley
Finance: John Swainston

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Cass, Clay, Jackson, Lafayette, Platte and Ray Counties,
MO; Douglas, Franklin, Johnson, Leavenworth, Wyandotte,
and Miami Counties, KS

Enrollment
39,097 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,450
Hospitals (Contracted With or Used Regularly):	21

GHAA MEMBER

CIGNA Healthplan of Kansas/ Missouri, Inc. - Salina

200 South Santa Fe
Suite 5
Salina, KS 67401
Phone: (913)823-6015

Executive Name: Ann Headrick
Title: Plan Manager
Medical Director: Adrian Walling, M.D.
Marketing: Paul Stucky
Finance: Karen Rohan/Ann Ruddy

Operational Date
11/01/1983

Model Type(s)
Network

Service Area
All of Saline County and parts of Ottawa, Dickinson,
McPherson, Ellsworth and Lincoln

Enrollment
3,524 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	68
Hospitals (Contracted With or Used Regularly):	2

GHAA MEMBER

HMO Kansas, Inc.

419 West 29th Street
P.O. Box 110
Topeka, KS 66611
Phone: (913)233-2751

Executive Name: John W. Knack
Title: Executive Director
Medical Director: James P. Rhoads, M.D.
Marketing: Mike Mattox
Finance: Don Lynn

Operational Date
04/01/1984

Model Type(s)
IPA

Service Area
Butler, Chase, Cloud, Coffey, Cowley, Dickinson, Douglas,
Franklin, Geary, Harvey, Jackson, Jefferson, Lincoln,
Lyon, Marion, McPherson, Osage, Ottawa, Pottawatomie,
Reno, Rice, Saline, Sedgwick, Shawnee, Sumner, and
Wabaunsee Counties

Enrollment
45,443 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Kansas

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,010
Hospitals (Contracted With or Used Regularly):	47

**Healthcare America Plans,
Inc.**

Historic Newton Station
P.O. Box 348
Newton, KS 67114
Phone: (316)283-5880

Executive Name: Garland L. Bugg
Title: President & CEO
Medical Director: Andrew Nachtigall, M.D.
Marketing: Terry R. Dolloff
Finance: James L. Pennington

Operational Date
10/01/1981

Model Type(s)
Group
Network

Service Area
Harvey, Marion, McPherson, Ottawa, Saline, Butler,
Cowley, Sumner, and Sedgwick Counties

Enrollment
6,400 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

Managed By
Healthcare America

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	65
Physicians (Primary and Secondary):	719
Hospitals (Contracted With or Used Regularly):	16

GHAA MEMBER**Kaiser Foundation Health
Plan of Kansas City, Inc.**

10561 Barkley
Overland Park, KS 66212
Phone: (913)722-8400

Executive Name: Robert L. Biblo
Title: VP & Regional Manager
Medical Director: Ian H. Leverton, M.D.
Marketing: Dotti Dam
Finance: Mark Cocoran

Operational Date
01/01/1983

Model Type(s)
Group

Service Area
Leavenworth, Johnson and Wyandotte Counties in Kansas;
Jackson, Cass, Clay and Platte Counties in Missouri

Enrollment
41,545 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	267
Hospitals (Contracted With or Used Regularly):	2

GHAA MEMBER

Lincoln National Health Plan of Kansas City, Inc.

7400 College Boulevard
Suite 210
Overland Park, KS 66210
Phone: (913)345-2240

Executive Name: Steve Goldstone
Title: President
Medical Director: L. Glenn Agee, M.D.
Marketing: Tony Van Roekel
Finance: John Harris

Operational Date
04/01/1987

Model Type(s)
IPA
Network

Service Area

Jackson, Clay, Cass, Platte, Buchanan, Ray and Lafayette
Counties in Missouri; Johnson, Wyandotte, Leavenworth
and Miami Counties in Kansas

Enrollment
3,900 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln National

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	813
Hospitals (Contracted With or Used Regularly):	14

MEDPLAN, Inc.

9200 Glenwood
Suite 101
Overland Park, KS 66212
Phone: (913)648-6670

Executive Name: Donald B. Bletz, M.D.
Title: President & CEO
Medical Director: Raymond A. Schwegler, MD
Marketing: Garry Poore
Finance: Larry Chamblin, CPA

Operational Date
07/01/1985

Model Type(s)
Group

Service Area

Attschison, Jefferson, Linn, Johnson, Miami, Wyandotte,
and Leavenworth Counties in Kansas; Jackson, Cass, Clay
and Platte Counties in the state of Missouri

Enrollment
15,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Physicians Assoc. Chartered

Managed By
Preferred Medical, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	65
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

MetLife HealthCare Network of Kansas City, Inc.

9200 Indian Creek Parkway
Building 9, Suite 185
Overland Park, KS 66210
Phone: (913)451-5656

Executive Name: Barbara Buenemann
Title: Vice President and COO
Medical Director: Stephen Spurgeon, M.D.
Marketing:
Finance:

Operational Date
12/01/1986

Model Type(s)
IPA

Service Area
Cass, Clay, Jackson, Platte, Wyandotte and Johnson
Counties

Enrollment
4,664 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,405
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

Preferred Plus of Kansas

345 Riverview, #103
P.O. Box 49288
Wichita, KS 67201
Phone: (316)268-0347

Executive Name: Gary L. Williams
Title: CEO

Medical Director:

Marketing:

Finance: Stan Vaughn

Operational Date
01/01/1992

Model Type(s)
IPA

Service Area
Sedgwick and surrounding counties

Tax Status
For-profit

Owner/Affiliate
St. Francis & St. Joseph MC

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	2

Alternative Health Delivery Systems, Inc.

9901 Linn Station Road
Louisville, KY 40223
Phone: (502)423-5994

Executive Name: Kathleen M. Wiljanen
Title: President & CEO
Medical Director: Robert Pope, M.D.
Marketing: Anthony Leshon
Finance: Katherine W. Gilchrist

Operational Date
07/01/1990

Model Type(s)
IPA

Service Area
Breckinridge, Bullitt, Grayson, Hardin, Hart, Henry, Jefferson, Larue, Meade, Nelson, Oldham, Shelby, Spencer, and Trimble Counties in Kentucky; Clark, Floyd, and Harrison Counties in Indiana

Enrollment
52,213 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC/BS of KY & 4 local hospitals

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	12

HMO Kentucky, Inc.

9901 Linn Station Road
Louisville, KY 40223
Phone: (502)423-2880

Executive Name:

Title:

Medical Director: Ernest Oblander, M.D.

Marketing: Thomas Schifano

Finance: David Stanley

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
Most major metropolitan areas in Kentucky

Enrollment
17,224 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Kentucky

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,838
Hospitals (Contracted With or Used Regularly):	115

HealthWise of Kentucky Ltd.

489 E. Main Street
Lexington, KY 40507
Phone: (606)259-1771

Executive Name: Harold Bischoff
Title: Executive Director
Medical Director: T. Allen Woodward
Marketing: Dan Atherton
Finance: Charles P. Duncan

Operational Date
05/01/1986

Model Type(s)
IPA

Service Area
39 counties in central Kentucky

Enrollment
42,365 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CPSC & SCA, Inc.

Managed By
ACMG, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	692
Hospitals (Contracted With or Used Regularly):	28

Humana Health Care Plan, Inc. (Lexington)

101 Prosperous Place
Suite 300
Lexington, KY 40509-1845
Phone: (606)254-2731

Executive Name: Betty Chowning
Title: Executive Director
Medical Director: Tim Costich, M.D.
Marketing: Kathy Congleton
Finance:

Operational Date
07/01/1984

Model Type(s)
IPA
Group

Service Area
Anderson, Bourbon, Boyle, Clark, Estill, Fayette, Franklin, Garrard, Harrison, Jessamine, Lincoln, Madison, Mercer, Nicholas, Powell, Scott and Woodford Counties

Enrollment
41,268 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Humana Care Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	197
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Humana Health Plan Inc. (Louisville)

101 East Main Street
P.O. Box 740023
Louisville, KY 40201-7423
Phone: (502)580-5005

Executive Name: Vicki Hatfield
Title: Executive Director
Medical Director: Dr. James Nadler
Marketing: Craig Drablos
Finance: Bennett Jesse

Operational Date
10/01/1983

Model Type(s)
IPA
Staff

Service Area
Bullitt, Hardin, Henry, Jefferson, Meade, Nelson, Oldham,
Shelby and Spencer Counties in Kentucky; Clark,
Crawford, Floyd, Harrison, Jefferson, Scott and
Washington Counties in Southern Indiana

Enrollment
72,247 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Humana Care Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	1,600
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

MetLife HealthCare Network of Kentucky, Inc.

Northmark Business Center, III
Suite 100, 4501 Erskine Road
Cincinnati, OH 45242-4713
Phone: (513)745-9700

Executive Name: Charles R. Stark
Title: President

Medical Director:
Marketing:
Finance:

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
28 counties in Kentucky; 5 counties in Indiana

Enrollment
66 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	974
Hospitals (Contracted With or Used Regularly):	27

GHAA MEMBER

Aetna Health Plan of Louisiana, Inc.

3838 N. Causeway Boulevard
Suite 1919
Metairie, LA 70002
Phone: (504)833-4344

Executive Name: John G. Pearce
Title: President
Medical Director: Vincent Miles, M.D.
Marketing: Roscoe L. Vrooman
Finance: Bridgette Barnett

Operational Date
09/15/1987

Model Type(s)
IPA

Service Area
Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles,
St. John the Baptist and St. Tammany Parishes

Enrollment
15,300 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	660
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

CIGNA Healthplan of Louisiana, Inc.

4354 S. Sherwood Forest Blvd.
Suite D240
Baton Rouge, LA 70816-4476
Phone: (504)295-2800

Executive Name: John D. Davis
Title: Executive Director
Medical Director: William R. Larsen, M.D.
Marketing: Kurt Weimer
Finance: Ramona D. Fryer

Operational Date
03/01/1986

Model Type(s)
IPA

Service Area
East and West Baton Rouge, East and West Feliciana,
Iberville, Ascension, Livingston, Pointe Coupee,
Tangipahoa, St. Helena, St. James, Assumption, St. John
the Baptist, St. Bernard, St. Charles, Jefferson, Orleans,
Plaquemines, St. Tammany & Washington

Enrollment
25,588 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

INDIVIDUAL PROFILES

CIGNA Healthplan of North Louisiana

One Bellemead Centre St. 200
6425 Youree Drive
Shreveport, LA 71105-4625
Phone: (318)798-4700

Executive Name: Larry Donner
Title: Director of Operations
Medical Director: Charles D. Knight, Sr. MD
Marketing: Marti Shagun
Finance: Ramona D. Fryer

Operational Date
09/01/1985

Model Type(s)
IPA
Group

Service Area
Bienville, Bossier, Caddo, Claiborne, DeSoto, Natchitoches,
Red River, Sabine, and Webster Parishes

Enrollment
18,229 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	11
Physicians (Primary and Secondary):	100
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

Community Health Network of Louisiana

2431 S. Acadian Thruway
Suite 350
Baton Rouge, LA 70808
Phone: (504)923-0550

Executive Name: G. Larry Mitchum
Title: President and CEO
Medical Director: T. Craig Childs, M.D.
Marketing: Glen J. Golemi
Finance: Eileen Raymond

Operational Date
11/01/1986

Model Type(s)
IPA

Service Area
E. & W. Baton Rouge, Pointe Coupee, E. & W. Feliciana,
St. Helena, Tangipahoa, Livingston, Ascension,
Assumption, Jefferson, Orleans, St. John, LaFouche, -
Terrebonne, Plaquemines, St. Bernard, St. Charles, St.
James, St. Tammany, Wash., Iberville Parishes

Enrollment
43,300 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
LA Health Management Partners

Managed By
LA Health Management Partners

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	25

Gulf South Health Plans, Inc.

5615 Corporate Boulevard
Suite 4
Baton Rouge, LA 70808
Phone: (504) 927-7212

Executive Name: Patrick C. Powers
Title: President/CEO
Medical Director: R. Dwight Brower, M.D.
Marketing: Charles D. Calvi, Jr.
Finance: Adam A. Short

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area

East Baton Rouge, West Baton Rouge, Livingston, St. Helena, Tangipahoa, Ascension, St. James, Iberville, East Feliciana, West Feliciana, and Pointe Coupee Parishes

Enrollment
38,406 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
General Health, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	539
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER

Maxicare Louisiana, Inc.

3850 No. Causeway Boulevard
Suite 990
Metairie, LA 70002
Phone: (504) 836-2022

Executive Name: Alan M. Preston
Title: V.P. & General Manager
Medical Director: John Patterson, M.D.
Marketing: Beth Armstrong
Finance:

Operational Date
01/01/1985

Model Type(s)
IPA
Group

Service Area

Greater New Orleans Area to include: Jefferson Parish, Orleans Parish, St. Bernard Parish, Plaquemines Parish, St. Tammany Parish, St. John the Baptist, and St. Charles Parish

Enrollment
17,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate.
Maxicare Health Plans, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	17
Physicians (Primary and Secondary):	330
Hospitals (Contracted With or Used Regularly):	4

Ochsner Health Plan

#1 Galleria Boulevard
Suite 1224
Metairie, LA 70001
Phone: (504)836-6600

Executive Name: Gerald J. Tresslar
Title: President
Medical Director: Michael Tooke, M.D.
Marketing: Patti Reynolds
Finance: Nancy Horstmann

Operational Date
06/01/1985

Model Type(s)
Group

Service Area
New Orleans/Baton Rouge

Enrollment
89,321 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Ochsner Clinic & Found. Hosp.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	9
Physicians (Primary and Secondary):	440
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER**Principal Health Care of Louisiana, Inc.**

3421 N. Causeway Blvd.
Suite 600
Metairie, LA 70002-3726
Phone: (504)834-0840

Executive Name: Barry K. Baker
Title: Executive Director
Medical Director: Otto Sieber, M.D.
Marketing: Dale Coplen
Finance: Abigail Benoit

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
Jefferson, Orleans, Plaquemines, St. Bernard, St. Charles,
and St. Tammany Parishes

Enrollment
31,701 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	522
Hospitals (Contracted With or Used Regularly):	18

Travelers Health Network of Louisiana

Galleria One Suite 2100
Galleria Boulevard
Metairie, LA 70001
Phone: (504) 836-5555

Executive Name: Denise Palmer
Title: Executive Director
Medical Director: Frank Barham, M.D.
Marketing: William Noonan
Finance: Ken Hobbs

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
7 parish area

Enrollment
14,167 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Health Network

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	736
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER

HMO Maine

2 Gannett Drive
South Portland, ME 04106-6911
Phone: (207)822-8282

Executive Name: Robert P. Raymond

Title: Director

Medical Director: Richard Chamberlain, M.D.

Marketing: Francis G. McGinty

Finance: David C. Crowley

Operational Date

12/01/1985

Model Type(s)

IPA

Service Area

All of Maine

Enrollment

11,975 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

BC & BS of Maine

Managed By

BC & BS of Maine

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	736
Hospitals (Contracted With or Used Regularly):	43

Healthsource Maine

P.O. Box 447
174 South Freeport Road
Freeport, ME 04032-0447
Phone: (207)865-6161

Executive Name: Richard M. White

Title: Chief Executive Officer

Medical Director: Dr. Peter McGuire

Marketing: Nancy Connelie

Finance: Jeffry Bland

Operational Date

04/01/1987

Model Type(s)

IPA

Service Area

Statewide

Enrollment

12,798 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Healthsource, Inc.

Managed By

Healthsource, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	17

GHAA MEMBER

Lincoln National Health Plan

Suite 1C
 75 John Roberts Road
 South Portland, ME 04106
 Phone: (207)773-6694

Executive Name: Max Powell
Title: Chief Executive Officer
Medical Director: Francis A. Bellino, M.D.
Marketing: Dan Peterzell
Finance: Ralph O'Brien

Operational Date
 06/01/1987

Model Type(s)
 IPA
 Network

Service Area
 York County, Sagadahoc County, Portland, Bangor,
 Waterville, Auburn, Lewiston

Enrollment
 10,500 as of 12/31/1991

Tax Status
 For-profit

Owner/Affiliate
 Lincoln National Corporation

Managed By
 Lincoln National Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	556
Hospitals (Contracted With or Used Regularly):	14

CIGNA Health Plan of Mid-Atlantic

9700 Patuxent Woods Drive
Columbia, MD 21046
Phone: (301)720-5800

Executive Name: Linda Hacker
Title: V.P. and Executive Director
Medical Director: James Springrose, M.D.
Marketing: Peter Andrzejewicz
Finance: Fred Hatfield

Operational Date
12/01/1986

Model Type(s)
IPA

Service Area

Baltimore City; Counties of Anne Arundel, Baltimore, Carroll, Harford, Howard, Calvert, Charles, Frederick, Montgomery, and Prince Georges County in MD; Cities of Alexandria, Falls Church, and Fairfax; 5 counties in VA; the District of Columbia

Enrollment
45,453 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,856
Hospitals (Contracted With or Used Regularly):	42

GHAA MEMBER**Chesapeake Health Plan**

814 Light Street
Baltimore, MD 21230
Phone: (410)539-8622

Executive Name: Leon Kaplan
Title: CEO and President
Medical Director: Marion Friedman, M.D.
Marketing: Darlene M. Burton
Finance: Robert Rubin

Operational Date
10/01/1976

Model Type(s)
Network

Service Area

Anne Arundel, Baltimore, Carroll, Cecil, Harford, and Howard Counties; Baltimore City

Enrollment
17,110 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	25
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	24

Columbia Medical Plan, Inc.

2 Knoll North Drive
Columbia, MD 21045
Phone: (410)997-8500

Executive Name: James E. Jordan, M.D.
Title: President
Medical Director: Michael Kelemen, M.D.
Marketing: Philip B. Miller
Finance: Gordon Katz

Operational Date
10/01/1969

Model Type(s)
Staff

Service Area
Howard, Anne Arundel, and Carroll Counties; Baltimore City; and parts of Baltimore, Prince George's, Montgomery and Queen Anne's Counties

Enrollment
71,400 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Maryland

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	150
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

Delmarva Health Plan, Inc.

106 Marlboro Road
Easton, MD 21601
Phone: (410)822-7223

Executive Name: Richard Moore
Title: Chief Executive Officer
Medical Director: R. Lane Wroth, M.D.
Marketing: Richard Prettyman
Finance: Donna Brewer

Operational Date
03/01/1982

Model Type(s)
IPA

Service Area
9 counties of Maryland's Eastern Shore

Enrollment
20,894 as of 12/31/1991

Tax Status
For-profit

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	350
Hospitals (Contracted With or Used Regularly):	5

Free State Health Plan, Inc.

2205 York Road
Timonium, MD 21093
Phone: (410)683-0100

Executive Name: David W. Wolf
Title: President
Medical Director: Arthur Steinberg, M.D.
Marketing: David Cohen
Finance: Mark Chaney

Operational Date
08/01/1981

Model Type(s)
Network

Service Area
Metro Baltimore; parts of Montgomery, Prince Georges,
Queen Anne, Cecil, Frederick, Washington, MD; Adams,
Franklin, York, PA; Berkeley, Jefferson, WV

Enrollment
96,710 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Maryland

Managed By
Columbia-FreeState Mgmt., Inc.

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	42
Physicians (Primary and Secondary):	2,500
Hospitals (Contracted With or Used Regularly):	34

GHAA MEMBER

HealthCare Corporation of the Mid-Atlantic (dba CareFirst)

100 So. Charles St., 6th Floor
Equitable Bank Ctr., Tower II
Baltimore, MD 21201
Phone: (410)528-7000

Executive Name: David D. Wolf
Title: President
Medical Director: Arthur Steinberg, M.D.
Marketing: Richard Capizzi
Finance: G. Mark Chaney

Operational Date
01/01/1978

Model Type(s)
Network

Service Area
Maryland and the District of Columbia

Enrollment
89,121 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Blue Cross Blue Shield of MD

Managed By
HealthCare Corp. of America

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified	
	Prepaid Product	CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	36
Physicians (Primary and Secondary):	1,389
Hospitals (Contracted With or Used Regularly):	22

HealthPlus, Inc.

7601 Ora Glen Drive
Suite 200
Greenbelt, MD 20770
Phone: (301)441-1600

Executive Name: Jeff D. Emerson
Title: Chief Executive Officer
Medical Director: David Anders, M.D.
Marketing: Joan Harp
Finance: Nanette Henderson

Operational Date
01/01/1979

Model Type(s)
IPA

Service Area
Metropolitan Washington, D.C. (including Northern Virginia south to Fredricksburg) and Metropolitan Baltimore

Enrollment
170,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Sanus Corp./New York Life

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,200
Hospitals (Contracted With or Used Regularly):	43

GHAA MEMBER

Lincoln National Health Plan

7200 Wisconsin Avenue
Suite 801
Bethesda, MD 20814
Phone: (301)986-0222

Executive Name: William Young
Title: V.P. and General Manager
Medical Director: Edward J. Hinman, M.D.
Marketing: H. Thomas Reichenbach
Finance: Ralph O'Brien

Operational Date
01/01/1987

Model Type(s)
IPA
Network

Service Area
Metro Washington DC; Baltimore City, Baltimore County and 8 counties in Maryland; 7 counties in Northern Virginia

Enrollment
9,598 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln Nat Admin. Svcs. Corp.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,500
Hospitals (Contracted With or Used Regularly):	35

M.D. Individual Practice Association, Inc.

4 Taft Court
Rockville, MD 20850
Phone: (301)762-8205

Executive Name: Richard K. Slater
Title: President
Medical Director: Eric Baugh, M.D.
Marketing:
Finance: Joseph Guarriello

Operational Date
01/01/1981

Model Type(s)
IPA

Service Area
The entire state of Maryland; Washington, DC; the Virginia counties of Accomack, Arlington, Fairfax, Goochland, Hanover, Henrico, Caroline, Loudoun, Northhampton, Prince William, Spotsylvania, & Stafford; 8 cities in Virginia

Enrollment
303,906 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Mid-Atlantic Medical Ser. Inc.

Managed By
Mid-Atlantic Medical Ser. Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	306
Physicians (Primary and Secondary):	10,013
Hospitals (Contracted With or Used Regularly):	86

Optimum Choice, Inc.

4 Taft Court
Rockville, MD 20850
Phone: (301)762-8205

Executive Name: George T. Jochum
Title: President/CEO
Medical Director: Eric Baugh, M.D.
Marketing: George T. Jochum
Finance: Joseph Guarriello

Operational Date
08/01/1989

Model Type(s)
IPA

Service Area
23 counties in Maryland (also the City of Baltimore); Accomack, Arlington, Fairfax, Loudoun, Northhampton, Prince William and Stafford Counties (also cities of Alexandria, Fairfax, Falls Church and Fredricksburg; Washington, DC

Enrollment
72,510 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Mid-Atlantic Medical Ser. Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	306
Physicians (Primary and Secondary):	10,013
Hospitals (Contracted With or Used Regularly):	86

PHN-HMO, Inc.

5700 Executive Dr.
Ste. 104
Baltimore, MD 21228
Phone: (410)747-9060

Executive Name: Thomas S. Brown
Title: President & CEO
Medical Director: James M. Pepple, M.D.
Marketing:
Finance: Edgar Schneider, Jr.

Operational Date
07/01/1986

Model Type(s)
IPA
Network

Service Area
Baltimore City and Baltimore, Howard, Harford, Carroll,
Anne Arundel, and Cecil Counties

Enrollment
30,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Health Networks of America

Managed By
Local Maryland Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,600
Hospitals (Contracted With or Used Regularly):	7

Potomac Health

100 So. Charles Street
Equitable Bank Center Tower II
Baltimore, MD 21201-3060
Phone: (410)760-3400

Executive Name: David D. Wolf
Title: President
Medical Director: Arthur Steinberg, M.D.
Marketing: Richard Capizzi
Finance: G. Mark Chaney

Operational Date
12/01/1984

Model Type(s)
Network

Service Area
Baltimore City and County; Carroll, Cecil, Harford,
Howard, Montgomery, Prince George's, Frederick,
Washington, Calvert, St. Mary's, Charles & Anne Arundel
County

Enrollment
12,005 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Blue Cross Blue Shield of MD

Managed By
Health Care Corp. of America

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	31
Physicians (Primary and Secondary):	1,127
Hospitals (Contracted With or Used Regularly):	24

Prudential Health Care Plan of the Mid-Atlantic

Seton Court
2800 No. Charles Street
Baltimore, MD 21218
Phone: (301)522-9800

Executive Name: Barbara B. Hill
Title: President
Medical Director: William Pawluk, M.D.
Marketing: Greg Conderacci
Finance: Glen L. Steinbach

Operational Date
10/01/1984

Model Type(s)
IPA

Service Area

Central Maryland (from Washington County in the NW to Cecil County in the NE to Charles County in the South) and the District of Columbia; Northern Virginia including Fairfax, Alexandria, Arlington, and Loudoun

Enrollment
122,281 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	105
Physicians (Primary and Secondary):	2,500
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

Total Health Care, Inc.

1501 Division St.
Baltimore, MD 21217
Phone: (410)383-8300

Executive Name: Claude D. Hill, M.D.
Title: Chief Executive Officer
Medical Director: Lester L. Lewis, M.D.
Marketing: Reva Gould
Finance: Mark Smolarz

Operational Date
01/01/1975

Model Type(s)
Staff

Service Area
Baltimore City

Enrollment
21,831 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	89
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Bay State Health Care

101 Main Street
Cambridge, MA 02142
Phone: (617) 868-7000

Executive Name: Samuel R. Nussbaum, M.D.

Title: Chairman

Medical Director: Eugene Abramson, M.D.

Marketing: William Mazza

Finance:

Operational Date
05/01/1979

Model Type(s)
IPA

Service Area

Massachusetts - Barnstable, Essex, Middlesex, Nantucket,
Norfolk, Plymouth, Suffolk, Worcester, parts of Bristol

Enrollment
383,118 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Bay State Health Mgmt., Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	6,623
Hospitals (Contracted With or Used Regularly):	75

GHAA MEMBER

CIGNA Healthplan of Massachusetts, Inc.

492 Old Connecticut Path
Framingham, MA 01701
Phone: (508) 935-2100

Executive Name: Pamela Mays

Title: Health Plan Manager

Medical Director: Sidney Starobin, M.D.

Marketing: Kevin Counihan

Finance: Cathy Rieger

Operational Date
10/01/1990

Model Type(s)
IPA

Service Area

Essex, Middlesex, Suffolk, Norfolk, Plymouth, Bristol,
Barnstable, and Worcester Counties

Enrollment
5,972 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,000
Hospitals (Contracted With or Used Regularly):	25

GHAA MEMBER

Central Massachusetts Health Care, Inc.

Mechanics Tower
Suite 300
Worcester, MA 01608
Phone: (617)798-8667

Executive Name: Benjamin R. Schenck
Title: President
Medical Director: Ralph M. Prows, M.D.
Marketing: Thomas B. Gentz
Finance: Paul B. Brough

Operational Date
06/01/1979

Model Type(s)
IPA

Service Area
Central Massachusetts

Enrollment
89,968 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	18

Community Health Plan: Massachusetts Region

163 Conz Street
Northampton, MA 01060
Phone: (413)736-8376

Executive Name: Fred Hooven
Title: Regional Administrator
Medical Director: Peter Betjemann, M.D.
Marketing: Steve Daylor
Finance: Carole Cusack

Operational Date
01/01/1984

Model Type(s)
Staff
Network

Service Area
Berkshire, Franklin and Hampshire Counties in western Massachusetts

Enrollment
22,450 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Capital Area Comm. Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	244
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

Fallon Community Health Plan

100 Hartwell Street
West Boylston, MA 01583
Phone: (508)835-2550

Executive Name: Christy W. Bell
Title: Executive Director
Medical Director: Joel Kaufman, M.D.
Marketing: Gary W. Thomas
Finance: Gary J. Zelch

Operational Date
02/01/1977

Model Type(s)
Group

Service Area
Worcester and parts of Middlesex, Hampden, Hampshire
and Norfolk Counties

Enrollment
141,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Fallon Clinic, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	22
Physicians (Primary and Secondary):	925
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER

HMO Blue

492 Old Connecticut Path
Framingham, MA 01701
Phone: (508)935-2900

Executive Name: Sharon L. Smith
Title: Executive Director
Medical Director: Seth Blumberg, M.D.
Marketing: Fay Donohue-Rolfe
Finance: Sandra E. Libby

Operational Date
12/01/1978

Model Type(s)
IPA
Staff
Group

Service Area
Barnstable, Worcester, Berkshire, Franklin, Hampden,
Hampshire, Essex, Norfolk, Suffolk, Middlesex, Plymouth,
and Bristol Counties

Enrollment
240,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Massachusetts

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	4,295
Hospitals (Contracted With or Used Regularly):	56

GHAA MEMBER

Harvard Community Health Plan

10 Brookline Place West
Brookline, MA 02146
Phone: (617) 731-8240

Executive Name: Manuel Ferris
Title: Acting Chief Executive Officer
Medical Director: John M. Ludden, M.D.
Marketing: William Schlag
Finance: Harold Putnam

Operational Date
10/01/1969

Model Type(s)
Staff
Group

Service Area
Eastern and Western Massachusetts, Southern New
Hampshire, and Rhode Island

Enrollment
509,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Harvard Community Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	45
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	48

GHAA MEMBER**Harvard University Group Health Plan**

75 Mt. Auburn Street
Cambridge, MA 02138
Phone: (617) 495-2074

Executive Name: David S. Rosenthal, M.D.
Title: Director
Medical Director: David S. Rosenthal, M.D.
Marketing: Janet L. Thompson
Finance: Mary N. Hennings

Operational Date
07/01/1972

Model Type(s)
Staff

Service Area
Harvard University community

Enrollment
6,289 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Harvard University

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	72
Hospitals (Contracted With or Used Regularly):	5

Health New England

66 Industry Avenue
Springfield, MA 01104-3736
Phone: (413)787-4000

Executive Name: Richard Belloff
Title: President & CEO
Medical Director: Alan Ziskind, M.D.
Marketing: Bruce Ruder
Finance: Philip Pin -

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
Hampton, Hampshire, and Franklin Counties in MA;
Tolland and Hartford Counties in CT

Enrollment
36,944 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	670
Hospitals (Contracted With or Used Regularly):	7

MIT Health Plan

E23-303 MIT
77 Massachusetts Avenue
Cambridge, MA 02139
Phone: (617)253-1322

Executive Name: Linda L. Rounds
Title: Executive Director
Medical Director: Arnold Weinberg
Marketing: Mary S. Hertema
Finance: Heather S. Ryan

Operational Date
07/01/1973

Model Type(s)
Staff

Service Area
Eastern Massachusetts

Enrollment
9,565 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Mass. Institute of Technology

Managed By
MIT Medical Department

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	72
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

MetLife HealthCare Network of Massachusetts, Inc.

99 High Street
Boston, MA 02110-2310
Phone: (617)574-3989

Executive Name: Dan Bigelow
Title: Executive Director
Medical Director: Jacques Carter, M.D.
Marketing:
Finance:

Operational Date
03/01/1987

Model Type(s)
IPA

Service Area
Middlesex, Suffolk, Essex, Plymouth, Bristol and Norfolk
Counties

Enrollment
1,626 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,866
Hospitals (Contracted With or Used Regularly):	29

GHAA MEMBER

Neighborhood Health Plan

1470 Dorchester Avenue
Dorchester, MA 02122
Phone: (617)288-1293

Executive Name: John J. Harrington
Title: Chief Executive Officer
Medical Director:
Marketing: Michele Bergonzi
Finance: Irvin L. Dallas

Operational Date
12/31/1987

Model Type(s)
Network

Service Area
Boston and surrounding communities in Massachusetts,
including Lynn, Holyoke, Lawrence, Worcester, Lowell,
Peabody and Worthington

Enrollment
28,593 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	54
Physicians (Primary and Secondary):	1,850
Hospitals (Contracted With or Used Regularly):	40

GHAA MEMBER

Pilgrim Health Care, Inc.

10 Executive Drive
P.O. Box 9102
Norwell, MA 02061
Phone: (617)871-3950

Executive Name: Allan I. Greenberg
Title: Chief Executive Officer
Medical Director: Paul R. Reich, M.D., FACP
Marketing: Charles B. Breitzer
Finance: Thomas J. Brophy

Operational Date
04/01/1981

Model Type(s)
IPA

Service Area
Barnstable, Bristol, Middlesex, Norfolk, Suffolk, Plymouth,
and portions of Essex and Worcester Counties in
Massachusetts; Bristol, Kent, Newport, Providence and
Washington Counties in Rhode Island

Enrollment
197,194 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	5,885
Hospitals (Contracted With or Used Regularly):	61

Tufts Associated Health Plan

333 Wyman Street
Waltham, MA 02254
Phone: (617)466-9400

Executive Name: Harris A. Berman, M.D.
Title: President and CEO
Medical Director: Mark Bloomberg, M.D.
Marketing: James M. Walter
Finance: Russell Kopp

Operational Date
12/15/1981

Model Type(s)
IPA

Service Area
Bristol, Essex, Middlesex, Norfolk, Plymouth, Suffolk, and
Worcester Counties

Enrollment
151,750 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Tufts Associated Health Plans

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,000
Hospitals (Contracted With or Used Regularly):	60

GHAA MEMBER

U.S. Healthcare, Inc.

Reservoir Place II
1601 Trapelo Road
Waltham, MA 02154
Phone: (617) 893-1660

Executive Name: James Broderick
Title: General Manager
Medical Director: Richard Cornell, M.D.
Marketing: Richard Felice
Finance: Thomas A. Masci, Jr.

Operational Date
01/01/1988

Model Type(s)
IPA

Service Area
Barnstable, Essex, Middlesex, Norfolk, Plymouth, Suffolk,
Bristol and Worcester Counties

Enrollment
32,065 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	No
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,252
Hospitals (Contracted With or Used Regularly):	35

Blue Care Network - Health Central

1403 S. Creyts Road
Lansing, MI 48917
Phone: (517)322-8000

Executive Name: James C. Epolito
Title: Executive Director and CEO
Medical Director: Geoffrey M. Linz, M.D.
Marketing: Thomas Ferraro
Finance: David C. Werner

Operational Date
12/01/1977

Model Type(s)
Staff
Network

Service Area
Counties of Ingham, Eaton, Livingston, Clinton, Jackson, Ionia, and Shiawassee

Enrollment
67,041 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Michigan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	342
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

Blue Care Network of Southeast Michigan

27000 W. 11 Mile Road
P.O. Box 5043
Southfield, MI 48086-5043
Phone: (313)354-7450

Executive Name: Janet B. Ofodile
Title: Executive Director
Medical Director: Joseph Schirle, Jr., M.D.
Marketing: Norma Hollis
Finance: Marilyn Ogg

Operational Date
09/01/1981

Model Type(s)
IPA

Service Area
Wayne, Oakland, Macomb, Washtenaw and Monroe Counties

Enrollment
109,169 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Michigan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	1,313
Hospitals (Contracted With or Used Regularly):	46

GHAA MEMBER

Blue Care Network of East Michigan

4200 Fashion Square Boulevard
Saginaw, MI 48603
Phone: (517)791-3200

Executive Name: Arnold C. DuFort
Title: Executive Director
Medical Director: C. Richard Gumpfer, M.D.
Marketing: Michael Curdy
Finance: Kevin J. Klobucar

Operational Date
12/24/1975

Model Type(s)
Staff
Network

Service Area
Genesee, Lapeer, Shiawassee, Bay, Midland, Saginaw,
Isabella, Tuscola, Arenac, and Gratiot Counties

Enrollment
67,749 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Michigan

Managed By
Blue Care Network Mgmt. Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	782
Hospitals (Contracted With or Used Regularly):	16

GHAA MEMBER**Blue Care Network, Great Lakes**

611 Cascade West Parkway, SE
Grand Rapids, MI 49546
Phone: (616)957-5057

Executive Name: Robert M. Smedes
Title: Executive Director
Medical Director: Steven Baker, M.D.
Marketing: Kim Kelly
Finance: Sandy O'Connor

Operational Date
04/01/1982

Model Type(s)
Network

Service Area
49 counties in Michigan

Enrollment
119,568 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Michigan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,105
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

Butterworth Health Plan

2025 E. Beltline SE
Suite 500
Grand Rapids, MI 49546
Phone: (616)942-0954

Executive Name: Victor Turvey
Title: President
Medical Director: Jack Spicer, M.D.
Marketing: Denise Christy
Finance: Roger Sneath

Operational Date
10/01/1986

Model Type(s)
IPA

Service Area
Counties of Kent, Ottawa, Mecosta, Montcalm, Gratiot,
Clinton, Ionia, Eaton, Barry, Allegan, Muskegon and
Newaygo

Enrollment
57,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Butterworth Health Corporation

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	675
Hospitals (Contracted With or Used Regularly):	13

**Care Choices Health Plans/
Mercy Alternative**

34605 Twelve Mile Road
Farmington Hills, MI 48331
Phone: (313)489-6203

Executive Name: Robert J. Flanagan
Title: President/CEO
Medical Director: Charles Morrill, M.D.
Marketing: William Windsor
Finance: Kimberly K. Horn, CFO

Operational Date
01/01/1984

Model Type(s)
IPA

Service Area
Kent, Allegan, Ionia, Ingham, Eaton, Muskegon,
Washtenaw, Livingston and Wayne Counties

Enrollment
114,820 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Mercy Health Services

Managed By
Mercy Alternative

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,623
Hospitals (Contracted With or Used Regularly):	19

GHAA MEMBER

Comprehensive Health Services Inc. d/b/a The Wellness Plan

6500 John C. Lodge
Detroit, MI 48202
Phone: (313)875-4200

Executive Name: Ellis J. Bonner
Title: President & CEO
Medical Director: N.S. Rangarajan, M.D.
Marketing: Robert B. Low, Ph.D.
Finance: Lawrence T. Mathews, CPA

Operational Date
04/01/1973

Model Type(s)
IPA
Staff

Service Area
Wayne, Oakland, Macomb, Monroe, Muskegon and
Genesee Counties

Enrollment
85,252 as of 12/31/1991

Tax Status
Nonprofit

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	27
Physicians (Primary and Secondary):	448
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

Grand Valley Health Plan

829 Forest Hill Avenue, S.E.
Grand Rapids, MI 49546
Phone: (616)949-2410

Executive Name: Roland E. Palmer
Title: President
Medical Director: James T. Kerby, M.D.
Marketing:
Finance: Andrew A. Brummel

Operational Date
12/01/1981

Model Type(s)
Staff
Group

Service Area
Kent, Ottawa and Allegan Counties

Enrollment
20,661 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	125
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER

Health Alliance Plan of Michigan

2850 West Grand Boulevard
Detroit, MI 48202
Phone: (313)872-8100

Executive Name: James Walworth
Title: President
Medical Director: David B. Siegel, M.D.
Marketing: John Breitmeyer
Finance: Joseph Schmitt, III

Operational Date
02/08/1979

Model Type(s)
Staff
Group
Network

Service Area
Wayne, Oakland, Macomb, St. Clair, Washtenaw and
Monroe Counties

Enrollment
395,765 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Henry Ford Health System

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	39
Physicians (Primary and Secondary):	2,000
Hospitals (Contracted With or Used Regularly):	40

GHAA MEMBER

HealthPlus of Michigan / Genesee Health Care

2050 S. Linden Road
Flint, MI 48501-1700
Phone: (313)230-2168

Executive Name: Michael A. Mark
Title: President/CEO
Medical Director: Bruce Troutman, D.O.
Marketing: Larry Zbanek
Finance: Paul Garson, CPA

Operational Date
10/15/1979

Model Type(s)
IPA

Service Area
Genesee, Lapeer, Shiawassee, Saginaw Bay, Tuscola,
Macomb, Monroe, Oakland, Washtenaw, and Wayne
Counties

Enrollment
107,611 as of 12/31/1991

Tax Status
Nonprofit

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,166
Hospitals (Contracted With or Used Regularly):	43

GHAA MEMBER

Lake Shore HMO

442 Century Lane
Holland, MI 49423
Phone: (616)392-6401

Executive Name: Vic Turvey
Title: President
Medical Director: James F. Byrne, M.D.
Marketing: Denise Christy
Finance:

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
Southern Muskegon, Ottawa and Northern Allegan
Counties

Enrollment
16,930 as of 12/31/1991

Tax Status
For-profit

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	185
Hospitals (Contracted With or Used Regularly):	6

Life Choice Quality Health Plan

2401 20th Street
Fourth Floor
Detroit, MI 48216
Phone: (313)496-0610

Executive Name: Robin Barclay
Title: Chief Executive Officer
Medical Director: Dr. Claud R. Young
Marketing: Judith Williams
Finance: Clement Brown

Operational Date
11/01/1990

Model Type(s)
Network

Service Area
Wayne County

Enrollment
15,000 as of 12/31/1991

Tax Status
For-profit

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	15
Physicians (Primary and Secondary):	75
Hospitals (Contracted With or Used Regularly):	8

M-Care

3601 Plymouth Road
Ann Arbor, MI 48105
Phone: (313)747-8700

Executive Name: Peter W. Roberts
Title: President
Medical Director: Herbert Sloan, M.D.
Marketing: Jeanette B. Trefzer
Finance: Ernest E. Humbert

Operational Date
09/26/1986

Model Type(s)
Network

Service Area
Washtenaw, Livingston, Oakland, Western Wayne, and
Macomb counties

Enrollment
39,190 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
University of Michigan

Managed By
University of Michigan

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	18

GHAA MEMBER**NorthMed/HMO, Inc.**

109 East Front
Suite 309
Traverse City, MI 49684
Phone: (616)941-1690

Executive Name: Walter J. Hooper, III
Title: President & CEO
Medical Director: Michael Eldredge, M.D.
Marketing: Al Morehouse
Finance: Walter J. Hooper, III

Operational Date
03/01/1987

Model Type(s)
IPA

Service Area
Five counties in and around Grand Traverse County

Enrollment
6,476 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
No.Med Assoc/Munson Healthcare

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	205
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

OmniCare Health Plan (formerly Michigan HMO)

7650 Second Avenue
Detroit, MI 48202
Phone: (313)873-2800

Executive Name: Ronald R. Dobbins
Title: President
Medical Director: Hills Howard, Jr., M.D.
Marketing: Harold Roberts
Finance: Jagu Vanaharam

Operational Date
02/01/1974

Model Type(s)
IPA

Service Area
Southeast Michigan; Wayne, Oakland, Macomb, and Monroe Counties

Enrollment
92,262 as of 12/31/1991

Tax Status
Nonprofit

Managed By
United Amer Healthcare Corp.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	134
Physicians (Primary and Secondary):	1,350
Hospitals (Contracted With or Used Regularly):	55

Physicians Health Plan, Inc.

P.O. Box 30377
Lansing, MI 48909-7877
Phone: (517)349-2101

Executive Name: James M. Savage
Title: President
Medical Director: Joseph Sheets, M.D.
Marketing: Douglas Lottes
Finance:

Operational Date
10/01/1981

Model Type(s)
IPA

Service Area
Calhoun, Hillsdale, Ingham, Jackson, Lenawee, Allegan, Barry, Branch, Eaton, Ionia, Kalamazoo, Van Buren, Clinton, Gratiot, Saginaw, Shiawassee, Muskegon, Newaygo, Oceana, and Ottawa Counties

Enrollment
130,300 as of 12/31/1991

Tax Status
Nonprofit

Managed By
United HealthCare Corporation

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,806
Hospitals (Contracted With or Used Regularly):	35

SelectCare HMO

363 West Big Beaver
P. O. Box 396
Troy, MI 48084
Phone: (313)528-1090

Executive Name: Barry K. Martins
Title: President & CEO
Medical Director: Douglas R. Woll, M.D.
Marketing: Tlanda McDonald
Finance:

Operational Date

09/01/1977

Model Type(s)

IPA
Staff
Network

Service Area

All of Wayne, Oakland and Macomb Counties and
Townships of Brighton, Almont, Berlin and Ira

Enrollment

79,563 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

SelectCare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	17
Physicians (Primary and Secondary):	900
Hospitals (Contracted With or Used Regularly):	16

GHAA MEMBER**Total Health Care, Inc.**

2500 Fisher Building
Detroit, MI 48202
Phone: (313)871-2000

Executive Name: Kenneth G. Rimmer
Title: Executive Director
Medical Director: R.J. Arrington, Jr., M.D.
Marketing: John A. Jones
Finance: Paul Holden

Operational Date

03/01/1976

Model Type(s)

IPA
Network

Service Area

Wayne, Oakland, and Macomb Counties

Enrollment

17,143 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	60
Physicians (Primary and Secondary):	2,000
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

Blue Plus

3535 Blue Cross Road
P.O. Box 64179
St. Paul, MN 55164
Phone: (612)456-8000

Executive Name: Mary K. Brainerd
Title: Chief Operating Officer
Medical Director: Mark W. Banks, M.D.
Marketing: Virgil Hammarstad
Finance: Harvey Hopkins

Operational Date
09/01/1974

Model Type(s)
IPA
Network

Service Area
54 counties in Minnesota

Enrollment
70,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Minnesota

Managed By
BC & BS of Minnesota

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	266
Physicians (Primary and Secondary):	4,900
Hospitals (Contracted With or Used Regularly):	57

**Central Minnesota Group
Health Plan**

1245 - 15th Street North
St. Cloud, MN 56303
Phone: (612)253-5220

Executive Name: John J. Hoefs
Title: Executive Director/CEO
Medical Director: Charles Fazio, M.D., M.S.
Marketing: Scott Clark
Finance: Greg Hess

Operational Date
09/01/1979

Model Type(s)
Staff
Network

Service Area
All of Stearns, Benton and Sherburne Counties; and
northern Wright County

Enrollment
16,674 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Group Health Plan, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	116
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

First Plan HMO /formerly Community Health Ctr

1010 Fourth Street
Two Harbors, MN 55616
Phone: (218)834-7200

Executive Name: John S. Bjorum
Title: President
Medical Director: Lee J. Cohen, M.D.
Marketing: Earl Hamilton
Finance: Timothy Miller

Operational Date
11/01/1944

Model Type(s)
Network

Service Area
Lake, Southern St. Louis, and Carlton Counties in
Minnesota

Enrollment
9,270 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC of Minnesota

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	11
Physicians (Primary and Secondary):	90
Hospitals (Contracted With or Used Regularly):	4

Group Health, Inc.

2829 University Avenue, S.E.
Minneapolis, MN 55414
Phone: (612)623-8400

Executive Name: George C. Halvorson
Title: President & CEO
Medical Director: Paul Brat, MD
Marketing: Roger M. Swenson
Finance: Earl Beitzel

Operational Date
08/01/1957

Model Type(s)
Staff

Service Area
Hennepin, Ramsey, Scott, Dakota, Isanti, and Millellic
Counties, and parts of surrounding townships; Washington,
Anoka, Carver, Chisago, Rice, Wright, Sherburne Counties;
Pierce and St. Cloud Counties in Wisconsin

Enrollment
312,395 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	55
Physicians (Primary and Secondary):	1,500
Hospitals (Contracted With or Used Regularly):	21

-GHAA MEMBER

Mayo Health Plan

21 First Street, S.W.
Rochester, MN 55902
Phone: (507)284-8274

Executive Name: Alan Schilmoeller
Title: Senior Administrator
Medical Director: Emilio R. Giuliani, M.D.
Marketing: William H. Carroll
Finance: Steven L. Knudson

Operational Date
07/01/1986

Model Type(s)
Network

Service Area
Dakota, Rice, Waseca, Goodhue, Dodge, Steele, Wabasha,
Olmsted, Fillmore, Houston and Winona Counties

Enrollment
4,600 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Mayo Clinic

Managed By
Mayo Management Services, Inc.

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,900
Hospitals (Contracted With or Used Regularly):	16

MedCenters Health Plan, Inc.

5050 Excelsior Boulevard
Ste. 400
Minneapolis, MN 55416
Phone: (612)925-8920

Executive Name: Kirby J. Erickson
Title: Executive Director
Medical Director: George Isham, M.D.
Marketing: John Ramberg
Finance: Dan Allen

Operational Date
12/01/1972

Model Type(s)
Network

Service Area
100-mile radius of Minneapolis-St. Paul

Enrollment
260,420 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Local Providers

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	HCPP	Federally Qualified	
		CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	119
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	38

GHAA MEMBER

Medica

5601 Smetana Drive
P.O. Box 1587
Minneapolis, MN 55440-7001
Phone: (612)936-1200

Executive Name: P. Robert Larsen
Title: COO and President
Medical Director: Allan J. Chernov, M.D.
Marketing: Arnold R. Hebert
Finance: Stan Hamilton

Operational Date
08/01/1975

Model Type(s)
IPA

Service Area
48 counties in Minnesota, including Minneapolis metro area; 6 counties in North Dakota

Enrollment
525,000 as of 12/31/1991

Tax Status
Nonprofit

Managed By
United HealthCare Corporation

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	HCPP Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,430
Hospitals (Contracted With or Used Regularly):	85

GHAA MEMBER**Metropolitan Health Plan**

822 South Third Street
Ste. 140
Minneapolis, MN 55415
Phone: (612)347-5357

Executive Name: Leo Chancellor
Title: Director of Operations
Medical Director: Eugene Ott, M.D.
Marketing: David Johnson
Finance: Al Johnson

Operational Date
03/01/1987

Model Type(s)
Network

Service Area
Hennepin county

Enrollment
27,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Hennepin Cty. Bureau of Health

Managed By
Hennepin County

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	335
Hospitals (Contracted With or Used Regularly):	1

NWNL Health Network, Inc.

1295 Bandana Blvd. North
Atrium Building, Ste. 220
St. Paul, MN 55108
Phone: (612)647-0305

Executive Name: Fredric L. Sattler
Title: Pres. & Chairman of the Board
Medical Director: J. Bryan Warren, M.D.
Marketing: Curtis W. Olson
Finance: Mike Cornelison

Operational Date
10/01/1984

Model Type(s)
Network

Service Area
Ramsey, Dakota, Scott, Carver, Washington, Anoka, and
Hennepin counties

Enrollment
20,264 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
NW National Life Insurance Co.

Managed By
NWNL Health Management Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	129
Physicians (Primary and Secondary):	2,033
Hospitals (Contracted With or Used Regularly):	20

UCare Minnesota

2550 University Avenue West
Suite 330 North
St. Paul, MN 55114
Phone: (612)627-4301

Executive Name: Ann M. Christ
Title: CEO
Medical Director: R. Craig Christianson
Marketing: Ghita Worcester
Finance: Mark Hudson

Operational Date
08/01/1989

Model Type(s)
IPA

Service Area
Hennepin, Ramsey, and Dakota Counties

Enrollment
10,290 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
University of Minnesota

Managed By
Univ. Affiliated Family Phys.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	22
Physicians (Primary and Secondary):	1,376
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

BLUE-CARE INC.

2301 Main Street
Kansas City, MO 64108
Phone: (816)395-2222

Executive Name: Richard P. Kreckner
Title: President & CEO
Medical Director: William B. Bradshaw, M.D.
Marketing: Robert Noonan
Finance: Bill Orrick

Operational Date
01/01/1989

Model Type(s)
IPA

Service Area
Missouri: Jackson, Clay, Platte and Cass Counties;
Kansas: Johnson and Wyandotte Counties

Enrollment
27,091 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC/BS of Kansas City

Managed By
BC/BS of Kansas City

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	900
Hospitals (Contracted With or Used Regularly):	17

BMA Selectcare, Inc.

One Penn Valley Park
P.O. Box 41948
Kansas City, MO 64141
Phone: (816)753-8000

Executive Name: John R. Barton
Title: President
Medical Director: James W. Ebberts, M.D.
Marketing: Sara L. Adams
Finance: Edward S. Ritter

Operational Date
01/01/1992

Model Type(s)
IPA

Service Area
Greater Kansas City metropolitan area

Tax Status
For-profit

Owner/Affiliate
BMA Company of America

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	625
Hospitals (Contracted With or Used Regularly):	14

Blue Choice

4444 Forest Park Avenue
St. Louis, MO 63166-6828
Phone: (314)289-6210

Executive Name: James Coates, M.D.
Title: Interim President/COO
Medical Director: Margarethe Hagemann, M.D.
Marketing: William Bennett
Finance: Don Hagemann

Operational Date
01/01/1988

Model Type(s)
IPA

Service Area
Seven counties in St. Louis; two counties in Illinois
(Madison & St. Clair)

Enrollment
61,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Missouri

Managed By
BC & BS of Missouri

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,575
Hospitals (Contracted With or Used Regularly):	23

CIGNA Healthplan of St. Louis

8182 Maryland Avenue
Suite 301
Clayton, MO 63105-3721
Phone: (314)726-7860

Executive Name: Kim Onesko
Title: Plan Manager
Medical Director: Thomas H. Hale, M.D.
Marketing: Stuart Scheller
Finance: Phillip Moser

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
St. Charles, St. Louis, Franklin and Jefferson Counties and
St. Louis City in MO; Madison, St. Clair and Monroe
Counties in IL

Enrollment
17,436 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,850
Hospitals (Contracted With or Used Regularly):	18

GHAA MEMBER

Group Health Plan, Inc.

940 West Port Plaza
Suite 300
St. Louis, MO 63146-3108
Phone: (314)453-1700

Executive Name: Mark H. Tabak
Title: President and CEO
Medical Director: Christopher Maret, M.D.
Marketing: Jerry Hansen
Finance: George A. Schneider, CPA

Operational Date
01/01/1982

Model Type(s)
Staff

Service Area

Missouri: St. Louis City, St. Louis, Crawford, St. Charles,
Jefferson, Warren, Franklin, Ste. Genevieve, and
Gasconade Counties; all or part of 6 counties in Illinois

Enrollment
96,103 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Coventry Corporation

Managed By
Coventry Corporation

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified	
	Prepaid Product	CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	14
Physicians (Primary and Secondary):	1,025
Hospitals (Contracted With or Used Regularly):	22

GHAA MEMBER**Humana Prime Health**

10450 Holmes Road
Suite 330
Kansas City, MO 64131
Phone: (816)941-8900

Executive Name: David W. Fields
Title: Executive Director
Medical Director: Bruce Barter, M.D.
Marketing:
Finance: Dennis Matheis

Operational Date
11/01/1976

Model Type(s)
Staff

Service Area

Counties of Johnson, Wyandotte, Miami, and Leavenworth
in Kansas; Jackson, Cass, Platte, Clay, Lafayette and Ray
Counties in Missouri

Enrollment
85,010 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Prime Health

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	9
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	19

GHAA MEMBER

Lincoln National Health Plan

600 Emerson Rd.
Suite 300
St. Louis, MO 63141
Phone: (314)997-7410

Executive Name: Steve Goldstone
Title: President
Medical Director: Matthew Emons
Marketing: Alan Van Fossen
Finance: John Harris

Operational Date

12/16/1986

Model Type(s)

IPA
Network

Service Area

St. Louis

Enrollment

1,335 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Lincoln National Corporation

Managed By

Lincoln National

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PRO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,861
Hospitals (Contracted With or Used Regularly):	36

MetLife HealthCare Network, Inc.

14500 S. Outer Forty Road
Suite 333
St. Louis, MO 63017
Phone: (314)542-1400

Executive Name: Charles R. Stark
Title: President/CEO
Medical Director: Stephen Spurgeon, M.D.

Marketing:**Finance:****Operational Date**

10/01/1985

Model Type(s)

IPA

Service Area

St. Louis city and county; St. Charles, Jefferson and Franklin Counties, MO; Madison, St. Clair, Jersey, Macoupin, and Monroe Counties, IL

Enrollment

25,821 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

MetLife HealthCare Mgmt. Corp.

Managed By

Metropolitan Life Ins. Company

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,618
Hospitals (Contracted With or Used Regularly):	31

GHAA MEMBER

PARTNERS HMO

One City Place Drive
Suite 670
St. Louis, MO 63141
Phone: (314)567-6660

Executive Name: Del Snoberger
Title: Executive Director
Medical Director: Harold Zarkowsky, M.D.
Marketing: Rob Tucker
Finance: David Field

Operational Date
02/11/1988

Model Type(s)
IPA

Service Area
Franklin, Jefferson, St. Charles Counties, and St. Francis,
St. Genevieve, and St. Louis City and County in Missouri;
Monroe and St. Clair Counties in Illinois

Enrollment
21,045 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
WA University Medical Center

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,450
Hospitals (Contracted With or Used Regularly):	14

**Physicians Health Plan of
Greater St. Louis, Inc.**

77 West Port Plaza, Ste. 500
St. Louis, MO 63146
Phone: (314)275-7000

Executive Name: Michael Neidorff
Title: President & CEO
Medical Director: Joseph P. Drozda, Jr., MD
Marketing: Linda Huber
Finance: Philip Mainquist

Operational Date
03/01/1986

Model Type(s)
IPA

Service Area
St. Louis, MO & counties of St. Louis, St. Charles,
Franklin and Jefferson; Illinois counties of Madison and St.
Clair

Enrollment
45,296 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corp. & PHA

Managed By
United HealthCare Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,600
Hospitals (Contracted With or Used Regularly):	32

GHAA MEMBER

Principal Health Care of Kansas City, Inc.

1001 East 101st Avenue
Suite 230
Kansas City, MO 64131
Phone: (816)941-3030

Executive Name: David Roberts
Title: Executive Director
Medical Director: Thomas G. Miller, M.D.
Marketing: Cathy Leschena
Finance:

Operational Date
07/01/1988

Model Type(s)
IPA

Service Area

Jackson, Clay, and Cass Counties in Missouri; Johnson, Wyandotte, Leavenworth and Platte Counties in Kansas

Enrollment
23,520 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	16

Prudential Health Care Plan, Inc. - PruCare of Kansas City

1300 East 104th Street
Suite 320, Bldg. F-1
Kansas City, MO 64131
Phone: (816)941-4500

Executive Name: David Dingley
Title: Director, Health Care Mgmt.
Medical Director: Joseph Palazola, M.D.
Marketing: Michael Eve
Finance: Michael Henderson

Operational Date
10/01/1986

Model Type(s)
IPA

Service Area

Cass, Clay, Jackson and Platte Counties in MO; Johnson, Wyandotte Counties in KS

Enrollment
4,090 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	486
Hospitals (Contracted With or Used Regularly):	11

GHAA MEMBER

**Prudential Health Care Plan,
Inc. - PruCare of St. Louis**

12312 Olive Blvd.
Paragon Place, Suite 500
Creve Coeur, MO 63141
Phone: (314)542-4590

Executive Name:

Title: Director, Health Care Mgmt.

Medical Director: Richard Fallon, M.D.

Marketing: Tracy Baker

Finance: Michael Henderson

Operational Date

07/01/1985

Model Type(s)

IPA

Service Area

St. Louis City, St. Charles, Franklin, Jefferson and St.
Louis Counties in MO; Madison, Monroe, Randolph and St.
Clair Counties in IL

Enrollment

13,804 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	711
Hospitals (Contracted With or Used Regularly):	19

GHAA MEMBER**Sanus Health Plan, Inc.**

969 Executive Parkway, Ste.100
P.O. Box 27379
St. Louis, MO 63141-1779
Phone: (314)434-6114

Executive Name:

Barrett Toan

Title:

Executive Director

Medical Director:

Robert Zink, M.D.

Marketing:

Robert Grass

Finance:

Brenda Haalboom

Operational Date

07/01/1985

Model Type(s)

IPA

Service Area

27 counties (15 Missouri counties and 12 Illinois counties)

Enrollment

106,574 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Gen Am Life Ins/McDonn Douglas

Managed By

Sanus Corp. Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,623
Hospitals (Contracted With or Used Regularly):	34

St. Louis Labor Health Institute

300 South Grande Boulevard
St. Louis, MO 63103
Phone: (314)658-5600

Executive Name: Ira Levy

Title:

Medical Director: James Cooper, M.D.

Marketing:

Finance:

Operational Date
01/01/1945

Model Type(s)
Staff

Service Area
St. Louis Metro area

Enrollment
13,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	60
Hospitals (Contracted With or Used Regularly):	0

Total Health Care

2301 Main Street
Kansas City, MO 64108
Phone: (816)395-2222

Executive Name: Richard P. Krecker

Title: President and CEO

Medical Director: Elliot Bass, M.D.

Marketing: Robert Noonan

Finance: William Orrick

Operational Date
01/01/1981

Model Type(s)
IPA

Service Area
Missouri: Jackson, Clay, Platte, and Cass Counties;
Kansas: Johnson and Wyandotte

Enrollment
40,911 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Kansas City

Managed By
BC & BS of Kansas City

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	17

HMO Montana

P.O. Box 8004
 404 Fuller Avenue
 Helena, MT 59604
 Phone: (406)444-8250

Executive Name: Carl Tanberg
Title: Vice President, ADS
Medical Director: James Crichton, M.D.
Marketing: Lee Shannon
Finance: James Myers

Operational Date
 03/01/1987

Model Type(s)
 IPA

Service Area
 Greater Helena, Missoula, Livingston, Flat Head Valley,
 Great Falls, Hamilton, Stevensville, Thompson Falls,
 White Sulphur Springs, and Laurel

Enrollment
 9,664 as of 12/31/1991

Tax Status
 Nonprofit

Owner/Affiliate
 BC/BS of Montana

Managed By
 BC/BS of Montana

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	100
Hospitals (Contracted With or Used Regularly):	8

Exclusive HealthCare, Inc.

Mutual of Omaha Plaza
Omaha, NE 68175
Phone: (402) 978-2700

Executive Name: Dick L. Easley
Title: President
Medical Director: Michael Jenkin, M.D.
Marketing: Les Swick
Finance: Troy King

Operational Date
04/11/1988

Model Type(s)
Network

Service Area
Douglas and Sarpy Counties in Nebraska; Pottawamie
County in Iowa

Enrollment
15,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Mutual of Omaha

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	750
Hospitals (Contracted With or Used Regularly):	9

HMO Nebraska, Inc.

2421 South 73rd Street
Omaha, NE 68124-2359
Phone: (402) 392-2800

Executive Name: Richard Guffey
Title: President
Medical Director: David H. Filipi, M.D.
Marketing: Carolyn Groth
Finance: Matt Richeson

Operational Date
09/01/1985

Model Type(s)
IPA

Service Area
Omaha, Lincoln and surrounding areas

Enrollment
15,984 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Nebraska

Managed By
BC & BS of Nebraska

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	581
Hospitals (Contracted With or Used Regularly):	9

HealthAmerica/ Lincoln

220 South 17th
Lincoln, NE 68508
Phone: (402)473-7801

Executive Name: Kenneth Klaasmeyer
Title: Executive Director
Medical Director: William C. Minier, M.D.
Marketing: Lorele Lesoing
Finance: Robert Kruml

Operational Date
01/01/1979

Model Type(s)
Staff
Network

Service Area
Lancaster County

Enrollment
16,122 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Exclusive Health Care

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	90
Hospitals (Contracted With or Used Regularly):	3

**Principal Health Care of
Nebraska, Inc.**

10810 Farnam Drive
Ste. 425
Omaha, NE 68154
Phone: (402)333-1720

Executive Name: Louis B. Garcia
Title: Executive Director
Medical Director: Fred Pettid, M.D.
Marketing: Craig Petersen
Finance: Jeri Kanellos

Operational Date
04/01/1986

Model Type(s)
IPA

Service Area
Counties of Harrison, Mills, Pottawattamie, Burt, Cass,
Dodge, Douglas, Lancaster, Otoe, Sarpy, Saunders, and
Washington

Enrollment
14,782 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	534
Hospitals (Contracted With or Used Regularly):	10

Share Health Plan of Nebraska, Inc.

302 South 36th Street
Omaha, NE 68131
Phone: (402)345-9900

Executive Name: John Braasch
Title: President & CEO

Medical Director:

Marketing: Jim McLeod
Finance: Kathy Mallatt

Operational Date
10/01/1984

Model Type(s)
IPA

Service Area
Lancaster, Douglas, Sarpy, Dodge and Washington
Counties in NE; Pottawattamie, Mills, Cass, Shelby,
Woodbury, Harrison, and Monona Counties in IA

Enrollment
29,378 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

Managed By
Share Development Corporation

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	600
Hospitals (Contracted With or Used Regularly):	11

GHAA MEMBER

Health Plan of Nevada, Inc.

P.O. Box 15645
Las Vegas, NV 89114-5645
Phone: (702) 646-8100

Executive Name: Erin MacDonald
Title: President
Medical Director: Charles Signorino, M.D.
Marketing: John Luna
Finance: Tom Greeson

Operational Date
08/01/1982

Model Type(s)
IPA
Group

Service Area
Clark County and Southern Nye County, Nevada

Enrollment
89,858 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Sierra Health Services, Inc.

Managed By
Sierra Health Services, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	291
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER**Hospital Health Plan**

400 S. Wells Avenue
Reno, NV 89502
Phone: (702) 329-0101

Executive Name: Allan E. Hanssen
Title: Chief Operating Officer
Medical Director: Robert Myles, M.D.
Marketing:
Finance: Lynn Garza

Operational Date
02/09/1988

Model Type(s)
Network

Service Area
All of Nevada except Clark, Lincoln, Nye, Esmeralda, and White Pine Counties

Enrollment
26,800 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Washoe Health System

Managed By
HHP Management Corporation

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	512
Hospitals (Contracted With or Used Regularly):	13

Humana Health Plan, Inc. **(Nevada)**

3107 S. Maryland Parkway
Las Vegas, NV 89109
Phone: (702)737-7211

Executive Name: Maureen Cash
Title: Executive Director
Medical Director: Leon Dantzig
Marketing: John Grady
Finance: Linda Leeson

Operational Date
01/01/1989

Model Type(s)
IPA

Service Area
Clark County

Enrollment
8,973 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Humana Health Plan, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	203
Hospitals (Contracted With or Used Regularly):	3

Healthsource New Hampshire, Inc.

Donovan Street Extension
P.O. Box 2041
Concord, NH 03302-2041
Phone: (603)225-5077

Executive Name: Sally W. Crawford
Title: Chief Executive Officer
Medical Director: Dick Salmon, M.D., Ph.D.
Marketing: Donna K. Lencki
Finance: Thomas M. Congoran

Operational Date
11/01/1985

Model Type(s)
IPA

Service Area
Merrimack, Hillsboro, Rockingham, Cheshire, Strafford, Belknap, Sullivan and parts of Grafton Counties in New Hampshire; Middlesex, Essex and Worcester Counties in Massachusetts

Enrollment
49,065, as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Healthsource, Inc.

Managed By
Healthsource, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,175
Hospitals (Contracted With or Used Regularly):	34

GHAA MEMBER

Matthew Thornton Health Plan

589 West Hollis Street
P.O. Box 2028
Nashua, NH 03061-2028
Phone: (603)883-2800

Executive Name: Martha H. Marsh
Title: President & CEO
Medical Director: Loren Vorlicky, M.D.
Marketing: Philip Schalet
Finance: Jerry R. Lounsbury

Operational Date
07/01/1971

Model Type(s)
Network

Service Area
Hillsborough, Monadnock, Merrimack & Cheshire Counties, NH; Middlesex County, MA

Enrollment
65,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Dartmouth Hitchcock Med.Center

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	17
Physicians (Primary and Secondary):	180
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER

U.S. Healthcare of New Hampshire, Inc.

Reservoir Place II
1601 Trapelo Road
Waltham, MA 02154
Phone: (617) 893-1660

Executive Name: James Broderick
Title: General Manager
Medical Director: Richard Cornell, M.D.
Marketing: Barbara Amberg
Finance: Thomas A. Masci, Jr.

Operational Date
02/21/1991

Model Type(s)
IPA

Service Area
Southeastern New Hampshire: Seacoast, Manchester and
Nashua

Enrollment
151 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	141
Hospitals (Contracted With or Used Regularly):	4

Aetna Health Plans of New Jersey, Inc.

485 A. US Route 1
Iselin, NJ 08830
Phone: (908) 636-6200

Executive Name: Robert H. Morrison
Title: Executive Director
Medical Director: Gordon Tobias, M.D.
Marketing: Chuck Scott
Finance: John Lombardi

Operational Date

07/01/1981

Model Type(s)

IPA

Service Area

Entire state of New Jersey

Enrollment

135,861 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Aetna Life Insurance Co.

Managed By

Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,475
Hospitals (Contracted With or Used Regularly):	46

GHAA MEMBER

CIGNA Healthplan of Northern New Jersey, Inc.

3 Stewart Court
Denville, NJ 07834
Phone: (201) 328-4200

Executive Name: Betty Kimmel
Title: Vice Pres. and General Manager
Medical Director: Malcolm Moss, M.D.
Marketing: Charles Catalano
Finance: Andrew Cavaliere

Operational Date

03/01/1988

Model Type(s)

IPA

Service Area

Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union and Warren Counties

Enrollment

20,834 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,270
Hospitals (Contracted With or Used Regularly):	121

GHAA MEMBER

CoMED HMO - A CIGNA Company

3 Stewart Court
Denville, NJ 07834
Phone: (201)361-3444

Executive Name: Betty Kimmel
Title: Vice Pres. and General Manager
Medical Director: Malcolm Moss, M.D.
Marketing: Charles Catalano
Finance: Andrew Cavaliere

Operational Date
10/01/1978

Model Type(s)
IPA

Service Area
The state of New Jersey

Enrollment
88,110 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,353
Hospitals (Contracted With or Used Regularly):	128

GHAA MEMBER

Delaware Valley HMO

P. O. Box 1111
925 Baltimore Pike
Concordville, PA 19331
Phone: (215)358-5650

Executive Name: Alfred F. Meyer
Title: President
Medical Director: Bruce D. Hopper, M.D.
Marketing: Charles D. Clausen
Finance: Alan Krigstein

Operational Date
02/01/1978

Model Type(s)
IPA

Service Area
Kent, New Castle, and Sussex Counties in Delaware;
Burlington, Camden, Gloucester and Salem Counties in
New Jersey

Enrollment
12,050 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independence Blue Cross

Managed By
Delaware Valley HMO, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	50

GHAA MEMBER

Garden State Health Plan

2 Quakerbridge Plaza
CN - 712
Trenton, NJ 08625
Phone: (609)588-3526

Executive Name: Thomas M. Russo
Title: Chief Executive Officer
Medical Director: S. Eugene Yuliano, M.D.
Marketing: Beverly Blacher-Eide
Finance: George Logusch, Ph.D.

Operational Date
07/01/1987

Model Type(s)
IPA

Service Area
Atlantic, Burlington, Camden, Essex, Mercer, Middlesex,
Morris, Passaic, Sussex and Union Counties

Enrollment
7,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
N.J. Dept. of Human Services

Managed By
NJ Div of Med Assist & Hlt Svc

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	140
Hospitals (Contracted With or Used Regularly):	0

HIP/Rutgers Health Plan

1 Worlds Fair Drive
Somerset, NJ 08873
Phone: (908)560-9898

Executive Name: Victoria A. Wicks
Title: President & CEO
Medical Director: Paul R. Lenz, M.D.
Marketing: Susan M. Hart-Kavanagh
Finance: Marc M. Stein

Operational Date
01/01/1980

Model Type(s)
Group

Service Area
Bergen, Burlington (except the town of Bass River),
Camden, Eastern Passaic (east of and including Pompton
Lakes), Essex, Gloucester, Hudson, Mercer, Middlesex,
Somerset and Union Counties; parts of Morris, Monmouth
and Hunterdon Counties

Enrollment
154,736 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
HIP of Greater New York

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	13
Physicians (Primary and Secondary):	165
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER

Medigroup Central, Inc.

416 Bellevue Avenue
Trenton, NJ 08618
Phone: (609)396-4600

Executive Name: Sharon Hayman

Title: COO

Medical Director: Seymour Hershberg, M.D.

Marketing: Bryan Clifford

Finance: Joseph Pinho

Operational Date

12/01/1973

Model Type(s)

Staff

Service Area

Mercer County

Enrollment

19,258 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

BC & BS of New Jersey, Inc.

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	80
Hospitals (Contracted With or Used Regularly):	1

Medigroup, Inc.

14 Commerce Drive
Cranford, NJ 07016
Phone: (201)272-7775

Executive Name: William Marino

Title: President

Medical Director: Eric Burkett, M.D.

Marketing: Joseph Pinho

Finance: Joseph Pinho

Operational Date

12/01/1984

Model Type(s)

IPA

Service Area

State of NJ

Enrollment

48,246 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

BC & BS of New Jersey

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	3,927
Hospitals (Contracted With or Used Regularly):	95

MetLife HealthCare Network of Northern New Jersey, Inc.

365 West Passaic Street
Fifth Floor
Rochelle Park, NJ 07662-3017
Phone: (201) 587-2750

Executive Name: Michael Jaeger
Title: President and CEO
Medical Director:
Marketing:
Finance:

Operational Date
05/07/1987

Model Type(s)
IPA

Service Area
Bergen, Essex, Hudson, Mercer, Middlesex, Monmouth,
Morris, Passaic, Somerset and Union Counties

Enrollment
11,033 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,264
Hospitals (Contracted With or Used Regularly):	0

GHAA MEMBER

Oxford Health Plans

65 Jackson Drive
Cranford, NJ 07016
Phone: (908) 709-9494

Executive Name: Stephen F. Wiggins
Title: Chairman and CEO
Medical Director: Alan Sokolow, M.D.
Marketing: Jay L. Silverstein
Finance: Andrew B. Cassidy

Operational Date
09/12/1985

Model Type(s)
IPA

Service Area
State of New Jersey; New York City and 5 southern
counties in New York State; 3 counties in Connecticut

Enrollment
8,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	5,200
Hospitals (Contracted With or Used Regularly):	140

INDIVIDUAL PROFILES

Prudential Health Care Plan Inc. - PruCare of New Jersey

One Campus Drive
Parsippany, NJ 07054
Phone: (201) 631-2000

Executive Name: Paul Conlin
Title: VP, Group Operations
Medical Director: Peter Heisen, M.D.
Marketing: Shelley Molnar
Finance:

Operational Date
07/01/1977

Model Type(s)
IPA

Service Area
State of New Jersey, except for Salem, Northern Ocean and Gloucester Counties

Enrollment
28,134 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,615
Hospitals (Contracted With or Used Regularly):	45

GHAA MEMBER

U.S. Healthcare, Inc.

South 61 Paramus Road
Paramus, NJ 07652
Phone: (201) 843-6200

Executive Name: Michael Cardillo
Title: General Manager
Medical Director: Carl Adkins, M.D.
Marketing: Timothy Nolan
Finance: Thomas A. Masci, Jr.

Operational Date
05/18/1982

Model Type(s)
IPA

Service Area
All counties in NJ: Atlantic, Bergen, Burlington, Camden, Cape May, Cumberland, Essex, Gloucester, Hudson, Hunterdon, Mercer, Morris, Middlesex, Monmouth, Ocean, Passaic, Salem, Somerset, Sussex, Union, Warren; Cecil County in Maryland

Enrollment
400,766 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	5,022
Hospitals (Contracted With or Used Regularly):	70

FHP Of New Mexico, Inc.

4300 San Mateo, N.E.
Albuquerque, NM 87110
Phone: (505)881-7900

Executive Name: Wayne A. Provost, D.D.S.
Title: Regional Vice President
Medical Director: Dennis Batey, M.D.
Marketing: Steve Smith
Finance: Lauren Beyeler

Operational Date

02/01/1986

Model Type(s)

IPA
Staff

Service Area

Bernalillo, Valencia, Santa Fe and Sandoval Counties

Enrollment

30,752 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

FHP, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	250
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER**HMO New Mexico, Inc.**

12800 Indian School Road, NE
P.O. Box 11968
Albuquerque, NM 87112
Phone: (505)291-6902

Executive Name: Blair C. Christensen
Title: Executive Director
Medical Director: Barry Silbaugh, M.D.
Marketing: William Jeffries
Finance: Sandi Fairchild

Operational Date

09/01/1985

Model Type(s)

IPA

Service Area

Counties of Bernalillo, Los Alamos, Rio Arriba, Sandoval, Santa Fe, Socorro, Torrance, San Miguel, Mora, Valencia, San Juan, and McKinley

Enrollment

13,185 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

BC & BS of New Mexico

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	563
Hospitals (Contracted With or Used Regularly):	11

Health Plus of New Mexico, Inc.

P.O. Box 27489
7500 Jefferson N.E.
Albuquerque, NM 87125-7489
Phone: (505)823-0700

Executive Name: Robert L. Simmons

Title: President

Medical Director: Neil I. Kaminsky, M.D.

Marketing: J.J. Parsons

Finance: Billie M. Peterman

Operational Date

01/01/1986

Model Type(s)

IPA

Service Area

Bernalillo, Sandoval, Valencia, Los Alamos and Socorro Counties, and Espanola, Santa Fe, Moriarity and Cuba

Enrollment

35,004 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Presbyterian Healthcare Svcs.

Managed By

Health Plus, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	75
Physicians (Primary and Secondary):	974
Hospitals (Contracted With or Used Regularly):	12

Lovelace Health Plan, Inc.

5400 Gibson Boulevard, S.E.
Albuquerque, NM 87108
Phone: (505)262-7500

Executive Name: Gail McFaddin

Title: Chief Operating Officer

Medical Director: Samuel R. Barol, M.D.

Marketing: Phyllis Freyer

Finance: Tim Ohman

Operational Date

01/01/1973

Model Type(s)

Group

Service Area

Greater Albuquerque and Sante Fe areas; all of Bernalillo, Santa Fe, Valencia and Los Alamos Counties and parts of Rio Arriba, Sandoval and Torrance

Enrollment

126,735 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	9
Physicians (Primary and Secondary):	250
Hospitals (Contracted With or Used Regularly):	2

GHAA MEMBER

Qual-Med - New Mexico Health Plan

6100 Uptown Blvd. NE
Suite 400
Albuquerque, NM 87110
Phone: (505) 889-8800

Executive Name: Michael Mayer
Title: Executive Director
Medical Director: Catharine Kincaid, M.D.
Marketing: Susan Woodard
Finance: Sharon Forbes

Operational Date
12/01/1984

Model Type(s)
IPA

Service Area
All of Bernalillo and Santa Fe Counties; parts of Sandoval, Valencia, Taos, Los Alamos, Mora, Rio Arriba, San Miguel and Tarrant Counties

Enrollment
22,933 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Qual-Med, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	845
Hospitals (Contracted With or Used Regularly):	10

Aetna Health Plans of New York, Inc.

2700 Westchester Avenue
Purchase, NY 10577
Phone: (914)251-8639

Executive Name: Angelo V. D'Ascoli
Title: Executive Director
Medical Director: Frank Brosgol, M.D.
Marketing: Carolyn Cryan
Finance: John Lombardi

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
The City of New York (The Bronx, Brooklyn, Queens, Manhattan, Staten Island), and Nassau, Rockland, Suffolk and Westchester Counties

Enrollment
11,250 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,400
Hospitals (Contracted With or Used Regularly):	23

GHAA MEMBER

Blue Choice

150 East Main Street
Rochester, NY 14647
Phone: (716)454-1700

Executive Name: Peter W. Wood
Title: Vice President
Medical Director: Joseph Stankaitis, M.D.
Marketing: Kevin Magee
Finance: Emil Duda

Operational Date
01/01/1985

Model Type(s)
IPA

Service Area
Livingston, Monroe, Ontario, Seneca, Wayne and Yates Counties

Enrollment
347,559 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of the Rochester Area

Managed By
BC & BS Board of Directors

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified	
		CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,367
Hospitals (Contracted With or Used Regularly):	21

BlueCARE Plus

Business Park
12 Rhoads Drive
Utica, NY 13502
Phone: (315)797-0104

Executive Name: R. F. McLaughlin
Title: President
Medical Director: Fel Davies, M.D.
Marketing: Peter Falzarine
Finance: Robert Brown

Operational Date
11/12/1986

Model Type(s)
IPA

Service Area
Counties of Oneida, Madison, Herkimer, Otsego, Oswego,
Fulton, Montgomery, Chenango, and Delaware

Enrollment
8,964 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Utica Watertown, Inc

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	650
Hospitals (Contracted With or Used Regularly):	25

GHAA MEMBER

**Capital District Physicians'
Health Plan**

One Columbia Circle
Albany, NY 12203
Phone: (518)452-1941

Executive Name: Vincent Portelli
Title: Executive Director
Medical Director: Barry B. Schwartz, M.D.
Marketing: John Brannon
Finance: Mary Connolly

Operational Date
04/01/1984

Model Type(s)
IPA

Service Area
Albany, Columbia, Rensselaer, Saratoga, Schenectady, and
Greene Counties of New York State

Enrollment
102,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Independent Health Association

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,071
Hospitals (Contracted With or Used Regularly):	12

ChoiceCare - Long Island

395 North Service Road
Melville, NY 11747-3127
Phone: (516)694-4000

Executive Name: David S. Reynolds, Ph.D.
Title: President
Medical Director: Steven Christianson, D.O.
Marketing: Thomas D. Delaney
Finance: Lloyd Straus

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
Counties of Nassau, Suffolk and Queens

Enrollment
30,510 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Hlth Care Plan(NY)/Winth. Hosp

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,316
Hospitals (Contracted With or Used Regularly):	0

GHAA MEMBER

Community Blue, HMO of Blue Cross of Western New York, Inc

1901 Main Street
P.O. Box 159
Buffalo, NY 14240-0159
Phone: (716)884-2800

Executive Name: Mary Lee Campbell-Wisley
Title: President, Alt. Del. Systems
Medical Director: Charles W. Pruet, M.D.
Marketing: Lisbeth L. Walls
Finance: Gary M. Bona

Operational Date
08/01/1985

Model Type(s)
IPA

Service Area
Chautauqua, Erie, Niagara, Allegany, Genesee, Orleans, Cattaraugus, and Wyoming Counties

Enrollment
127,900 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC of Western New York, Inc.

Managed By
BC of Western New York, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,667
Hospitals (Contracted With or Used Regularly):	31

Community Health Plan: Capital Area Region

1201 Troy-Schenectady Road
Latham, NY 12110
Phone: (518)783-1864

Executive Name: John Baackes
Title: President
Medical Director: Frank Schultz, M.D.
Marketing: Carole Montepare
Finance: Carole Cusack

Operational Date
01/01/1977

Model Type(s)
Staff
Group

Service Area
Albany, Clinton, Columbia, Fulton, Greene, Hamilton,
Montgomery, Rensselaer, Saratoga, Schenectady, Warren
And Washington Counties

Enrollment
79,068 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Capital Area Comm. Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost HCPP Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	15
Physicians (Primary and Secondary):	243
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

Community Health Plan: Bassett Region

One Atwell Road
Cooperstown, NY 13326
Phone: (607)547-3702

Executive Name: Joanne Boise
Title: Regional Administrator
Medical Director: David Pratt, M.D.
Marketing: Audrey France
Finance: Carole Cusack

Operational Date
01/01/1987

Model Type(s)
Group

Service Area
Otsego, Chenango, Schoharie, Delaware, Herkimer and
Madison Counties

Enrollment
13,056 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Capital Area Comm. Health Plan

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	23
Physicians (Primary and Secondary):	148
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

Community Health Plan: Hudson Valley Region

160 Union Street
Poughkeepsie, NY 12601
Phone: (914)471-2800

Executive Name: Michael Burke
Title: Regional Administrator
Medical Director: John Charde, M.D.
Marketing: Joe Lia
Finance: Carole Cusack

Operational Date
01/01/1983

Model Type(s)
Staff

Service Area
Ulster, Dutchess, Orange and Putnam Counties

Enrollment
46,530 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Capital Area Comm. Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	208
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

Elderplan, Inc.

6323 7th Avenue
Brooklyn, NY 11220
Phone: (718)921-7990

Executive Name: Eli S. Feldman
Title: Executive VP/CEO
Medical Director: Raymond Cecora, M.D.
Marketing: Terrie Raphael
Finance: Daniel A. Kasle

Operational Date
03/01/1985

Model Type(s)
IPA
Network

Service Area
Kings County (Brooklyn)

Enrollment
5,429 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Metro Jewish Geriatric Center

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	175
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

Empire Blue Cross/Blue Shield Healthnet

622 3rd Avenue
New York, NY 10017
Phone: (212)476-3618

Executive Name: Donald Morchower
Title: Executive Vice President
Medical Director: M. Bihari, M.D.
Marketing: Victor E. Botnick
Finance: Jerry Weissman

Operational Date
12/01/1973

Model Type(s)
IPA

Service Area
27 counties of Eastern New York State, including New York City and Long Island

Enrollment
125,230 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Empire Blue Cross/Blue Shield

Managed By
Empire Blue Cross/Blue Shield

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	6,000
Hospitals (Contracted With or Used Regularly):	238

GHAA MEMBER

Foundation Health Plan (FHP)

8278 Willett Parkway
Baldwinsville, NY 13027
Phone: (315)638-2133

Executive Name: George W. Manton
Title: President
Medical Director: Edward Cox, M.D.
Marketing: James Jerose
Finance: Paul Bess

Operational Date
01/01/1985

Model Type(s)
IPA

Service Area
Broome and Tioga Counties and portions of Cortland, Chenango, and Delaware Counties in New York; Susquehanna and Bradford Counties in Pennsylvania

Enrollment
15,777 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
HMO-CNY, Inc.

Managed By
HMI, Inc. (HSMC Mgmt., Inc.)

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	456
Hospitals (Contracted With or Used Regularly):	3

Group Health

Gateway Center
150 E. Main Street
Rochester, NY 14647
Phone: (716)238-4294

Executive Name: Margaret L. Montaglione
Title: Vice President and COO
Medical Director: Kathleen A. Ackerman, MD
Marketing: Kevin Magee
Finance: Laurie Paterson

Operational Date
09/01/1973

Model Type(s)
Group

Service Area
Monroe, Wayne, Livingston, and Ontario Counties

Enrollment
48,938 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of the Rochester Area

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	175
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER**Health Care Plan, Inc.**

900 Guaranty Building
Buffalo, NY 14202
Phone: (716)847-1480

Executive Name: Arthur R. Goshin, M.D.
Title: President
Medical Director: Edward J. Marine, M.D.
Marketing: Stanley J. Duda
Finance: Paul D. Infantino

Operational Date
09/01/1978

Model Type(s)
Staff

Service Area
Erie, Niagara, Cattaraugus and Wyoming Counties, New York

Enrollment
80,646 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Health Care Plan, NY

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	262
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Health Insurance Plan of Greater New York

7 West 34th Street
New York, NY 10001-8190
Phone: (212)630-5170

Executive Name: Anthony Watson
Title: President
Medical Director: Jesse Jampol, M.D.
Marketing: John J. Klitsch, Jr.
Finance: Bernard J. Neeck

Operational Date
03/01/1947

Model Type(s)
Group

Service Area
Five boroughs of NYC; Nassau, Suffolk and Westchester Counties

Enrollment
890,259 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk HCPP	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	53
Physicians (Primary and Secondary):	865
Hospitals (Contracted With or Used Regularly):	21

GHAA MEMBER

Health Services Medical Corp. dba Prepaid Health Plan

8278 Willett Parkway
Baldwinsville, NY 13027
Phone: (315)638-2133

Executive Name: Frederick F. Yanni, Jr.
Title: President
Medical Director:
Marketing: James N. Jerosc
Finance: Robert S. Wilkinson

Operational Date
03/01/1977

Model Type(s)
Group

Service Area
Prepaid Health Plan: Portions of Cayuga, Madison and Oswego Counties and all of Onondaga and Cortland Counties; PHP/Slocum Dickson Medical Network: The Eastern portion of Madison County and all of Oneida and Herkimer Counties

Enrollment
47,049 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Health Services Medical Corp.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	388
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Independent Health

220 White Plains Road
Tarrytown, NY 10591
Phone: (914)631-0939

Executive Name: William M. Yurkowski
Title: Executive Director
Medical Director: Herbert Sperling, M.D.
Marketing: Peter Osinski
Finance: Hugh Downey

Operational Date
05/01/1986

Model Type(s)
IPA

Service Area
Dutchess, Orange, Putnam, Rockland, Ulster and
Westchester Counties

Enrollment
13,867 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent Health

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	948
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER**Independent Health**

511 Farber Lakes Drive
Buffalo, NY 14221
Phone: (716)631-3001

Executive Name: Frank Colantuono
Title: President
Medical Director: Robert Kohn, M.D.
Marketing: Jack L. Hoerner
Finance: Nathan Powell

Operational Date
02/01/1980

Model Type(s)
IPA

Service Area
Counties of Allegany, Cattaraugus, Chautauqua, Erie,
Genesee, Niagara, Orleans and Wyoming

Enrollment
165,334 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent Health

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,666
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

Independent Prepaid Health Plan (IPHP)

8278 Willett Parkway
Baldwinsville, NY 13027
Phone: (315) 638-2133

Executive Name: George W. Manton
Title: President
Medical Director: Bruce Chamberlain, M.D.
Marketing: James Jerose
Finance: Paul Bess

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
Onondaga and Oswego Counties and portions of adjacent counties

Enrollment
15,262 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
HMO-CNY, Inc./BC/BS Central NY

Managed By
HSMC Management, Inc. (HMI)

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	666
Hospitals (Contracted With or Used Regularly):	7

Managed Health, Inc.

410 Lakeville Road
New Hyde Park, NY 11042
Phone: (516) 352-2999

Executive Name: Jack A. Resnick, M.D.
Title: President
Medical Director: Daniel Reinharth, M.D.
Marketing: Richard Densing
Finance: Neil Vogel

Operational Date
10/19/1990

Model Type(s)
Group

Service Area
Queens, Nassau, and Suffolk Counties

Enrollment
2,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
CHP-The Medical Group

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	58
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

MetLife HealthCare Network of New York, Inc.

1983 Marcus Avenue
Suite 240
Lake Success, NY 11042-1016
Phone: (516)326-5111

Executive Name: Michael Jaeger
Title: President/CEO
Medical Director: Stephen Scheidt, M.D.
Marketing:
Finance:

Operational Date
08/01/1987

Model Type(s)
IPA

Service Area
Bronx, Brooklyn, Manhattan, Queens, Staten Island;
Nassau, Suffolk and Westchester Counties, New York

Enrollment
35,588 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,190
Hospitals (Contracted With or Used Regularly):	0

GHAA MEMBER

Metropolitan Health Plan/ HMO

1901 First Avenue
New York, NY 10029
Phone: (212)230-6016

Executive Name: Mary A. Sullivan
Title: Director, MHP/HMO
Medical Director: David L. Duffy, M.D.
Marketing: Mary Ann Crane
Finance: Anthony Margiotta

Operational Date
10/01/1985

Model Type(s)
Group

Service Area
Manhattan and Southern half of the Bronx

Enrollment
4,483 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
NYC Health & Hospital Corp.

Managed By
NYC Health & Hospital Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	200
Hospitals (Contracted With or Used Regularly):	1

**Mid-Hudson Health Plan,
(MHP), Inc.**

P.O. Box 3786, Park West
Office Complex, Hurley Avenue
Kingston, NY 12401
Phone: (914)338-0202

Executive Name: Edward A. Ullmann
Title: Executive Director
Medical Director: Yulin Yao, M.D.
Marketing: Peter Kraft
Finance: Jeffrey Rose

Operational Date
10/01/1984

Model Type(s)
Network

Service Area
Columbia, Delaware, Greene, Ulster and the Northern
Dutchess Communities of Red Hook and Rhinebeck

Enrollment
19,245 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
WellCare Management Group

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	250
Hospitals (Contracted With or Used Regularly):	10

**Mohawk Valley Physicians
Health Plan**

111 Liberty Street
Schenectady, NY 12304
Phone: (518)370-4793

Executive Name: David W. Oliker
Title: President & CEO
Medical Director: Richard Lange, M.D.
Marketing: Mary Bianchi
Finance: Joseph Doherty, CPA

Operational Date
07/01/1983

Model Type(s)
IPA

Service Area
Clinton, Delaware, Dutchess, Essex, Franklin, Fulton,
Herkimer, Otsego, Madison, Montgomery, Oneida,
Rensselaer, St. Lawrence, Saratoga, Schenectady, Ulster,
and Warren Counties

Enrollment
123,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	1,682
Hospitals (Contracted With or Used Regularly):	39

Oxford Health Plans

521 Fifth Avenue
15th Floor
New York, NY 10175
Phone: (212)599-2266

Executive Name: Stephen F. Wiggins
Title: Chairman and CEO
Medical Director: Alan Soklow, M.D.
Marketing: Jay L. Silverstein
Finance: Andrew B. Cassidy

Operational Date
09/12/1985

Model Type(s)
IPA

Service Area
New York State: New York City and 5 southern counties; 3 counties in Connecticut; Statewide in New Jersey

Enrollment
65,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	5,200
Hospitals (Contracted With or Used Regularly):	140

Patient's Choice, Inc.

90 Presidential Plaza
Corporate Center
Syracuse, NY 13202
Phone: (315)476-0874

Executive Name: Ronald Harms
Title: CEO
Medical Director: Richard D. Eberle, M.D.
Marketing: Eileen Wilson
Finance: Gregg Coughlin

Operational Date
10/07/1986

Model Type(s)
IPA

Service Area
Counties of Onondaga, Oswego, Madison, Cortland and Cayuga

Enrollment
23,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

Managed By
Healthsource Management, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	750
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

Physicians Health Services of New York, Inc.

Crosswest Office Center
399 Knollwood Road, Ste. 212
White Plains, NY 10603-1900
Phone: (914)682-8006

Executive Name: Philip J. Passantino
Title: President
Medical Director: Albert F. Sheehy, M.D.
Marketing: Robin Deitrick
Finance: Neil Kroke

Operational Date
06/30/1987

Model Type(s)
IPA

Service Area
Westchester and Putnam Counties

Enrollment
12,500 as of 12/31/1991

Tax Status
For-profit

Managed By
PHS, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	650
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

Prudential Health Care Plan Inc. - PruCare of New York

Federal Plaza II
140 Fell Court
Hauppauge, NY 11788
Phone: (516)232-1943

Executive Name: Edward Pfister
Title: Director, Health Care Mgmt.
Medical Director: Stanley Kramer, M.D.
Marketing: Lou Cella
Finance: Dana Benbow

Operational Date
12/31/1987

Model Type(s)
IPA
Network

Service Area
New York, Bronx, Dutchess, Kings, Nassau, Putnam,
Rockland, Queens, Richmond, Suffolk, Ulster, Orange and
Westchester Counties

Enrollment
51,717 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,900
Hospitals (Contracted With or Used Regularly):	44

GHAA MEMBER

Rochester Area HMO, Inc./ d/b/a Preferred Care

259 Monroe Avenue
Rochester, NY 14607
Phone: (716)325-3920

Executive Name: John Urban
Title: President/CEO
Medical Director: John C. Johns, M.D.
Marketing: John H. Dabolt, III
Finance: Stephen F. Ewing

Operational Date
11/01/1979

Model Type(s)
IPA

Service Area
Counties of Genesee, Livingston, Monroe, Ontario, Orleans,
Seneca, Wayne, Wyoming, and Yates

Enrollment
142,968 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Preferred Care Holding Company

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	~0
Physicians (Primary and Secondary):	1,400
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

Sanus Health Plan of Greater New York/New Jersey

75-20 Astoria Boulevard
Jackson Heights, NY 11370
Phone: (718)899-5200

Executive Name: Harry Blair
Title: Executive Director
Medical Director: Dr. Roglieri/Cooper/Sender
Marketing: Harriet Dronska
Finance: Wayne Keugel

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
Five boroughs of NYC, Nassau, Suffolk, Westchester,
Putnam, Orange, and Rockland Counties in NY; Bergen,
Essex, Hudson, Morris, Passaic, and Union in NJ

Enrollment
70,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Sanus Corp. Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,041
Hospitals (Contracted With or Used Regularly):	84

GHAA MEMBER

The Bronx Health Plan

One Fordham Plaza
Suite 1000
Bronx, NY 10458
Phone: (212)733-4747

Executive Name: Maura Bluestone
Title: Executive Director
Medical Director: Harris K. Lampert, M.D.
Marketing: Reginald James
Finance: Joseph Randazzo

Operational Date
02/01/1987

Model Type(s)
IPA
Network

Service Area
Borough of the Bronx, New York

Enrollment
11,418 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	200
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER**Total Health HMO, Inc. - A CIGNA Company**

1010 Northern Boulevard
Suite 324
Great Neck, NY 11020
Phone: (516)466-1000

Executive Name: Stephen V. Sparer
Title: General Manager.
Medical Director: Jonathan Kaplan, M.D.
Marketing: William Corba
Finance: Andy Cavaliere

Operational Date
07/30/1986

Model Type(s)
IPA

Service Area
5 boroughs of New York City; Nassau and Suffolk Counties

Enrollment
41,173 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,780
Hospitals (Contracted With or Used Regularly):	40

GHAA MEMBER

Travelers Health Network of New York, Inc. - Syracuse Div.

5015 Campuswood Drive, #300
P.O. Box 4745
East Syracuse, NY 13221
Phone: (315)433-5700

Executive Name: Kathryn O. Norton
Title: Executive Director
Medical Director: William H. Nauen, M.D.
Marketing: Marc Rothbart
Finance: Brenda Roberts

Operational Date
10/01/1985

Model Type(s)
IPA

Service Area
Onondaga County; Parts of Madison, Oswego and Cayuga
Counties

Enrollment
20,717 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Health Network

FEHBP:	No	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	461
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Travelers Health Network of New York, Inc.-Metropolitan Div.

701 Westchester Avenue
Suite 310E
White Plains, NY 10604-3001
Phone: (914)761-9102

Executive Name: Gerald McNair
Title: Executive Director
Medical Director: Judith Taylor, M.D.
Marketing: Bob Ehinger/David Thomas
Finance: Brenda Roberts

Operational Date
10/31/1986

Model Type(s)
IPA

Service Area
Metropolitan New York, Long Island, Westchester,
Rockland, and the state of New Jersey

Enrollment
13,893 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Health Network

FEHBP:	No	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,208
Hospitals (Contracted With or Used Regularly):	96

GHAA MEMBER

U.S. Healthcare

Triad IV
1981 Marcus Avenue, Ste. E111
Lake Success, NY 11042
Phone: (516)326-9320

Executive Name: Timothy Nolan
Title: General Manager
Medical Director: Alan Bernstein, M.D.
Marketing: Marilyn Margon
Finance: Thomas A. Masci, Jr.

Operational Date
02/03/1986

Model Type(s)
IPA

Service Area
Metropolitan New York City area (Bronx, Kings, New York, Queens, Richmond) Westchester, Rockland, Orange, Putnam, Nassau, and Suffolk Counties

Enrollment
185,796 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,559
Hospitals (Contracted With or Used Regularly):	56

WellCare of New York, Inc.

130 Meadow Avenue
Newburgh, NY 12550
Phone: (914)566-0700

Executive Name: Robert E. Goff
Title: Executive Director
Medical Director: Franklin Guneratne, M.D.
Marketing: Peter Kraft
Finance: Jeffrey Rose

Operational Date
02/01/1987

Model Type(s)
IPA
Network

Service Area
Orange, Dutchess, Putnam, Sullivan and Rockland Counties

Enrollment
19,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The WellCare Management Group

Managed By
The WellCare Management Group

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,800
Hospitals (Contracted With or Used Regularly):	42

CIGNA Healthplan of NC, Inc. (Formerly EQUICOR Health Plan)

4011 Westchase Boulevard
Suite 290
Raleigh, NC 27607
Phone: (919)782-6507

Executive Name: Gloria Whitehead
Title: V.P. and Executive Director
Medical Director: Philip Stover, M.D.
Marketing: Claire Broughton
Finance: George Yokley

Operational Date
08/01/1986

Model Type(s)
IPA

Service Area
Cities of Raleigh, Fayetteville; Counties of Durham,
Orange, Johnston, Franklin, Cumberland, Hoke, Sampson,
Bleden, Harnett, Wake, and Robeson

Enrollment
6,069 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	336
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

Carolina Physicians Health Plan, Inc.

4020 Westchase Blvd.,
Suite 450
Raleigh, NC 27607
Phone: (919)833-8000

Executive Name: Robert J. Greczyn, Jr.
Title: CEO
Medical Director: Robert T. Harris, M.D.
Marketing: John T. Roos
Finance: Keith G. Benoit, CPA

Operational Date
04/01/1986

Model Type(s)
IPA

Service Area
Person, Orange, Chatham, Lee, Wake, Durham, Granville,
Vance, Franklin, Nash, Johnston, Wilson, Edgecombe,
Martin, Pitt, Greene, Wayne, Duplin, Lenoir, Jones,
Onslow, Carteret, Craven, Pamlico, and Beaufort counties

Enrollment
29,204 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Coordinated Medical Serv.of NC

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,125
Hospitals (Contracted With or Used Regularly):	15

HMO of North Carolina, Inc.

P.O. Box 2291
Durham, NC 27702
Phone: (919)490-4120

Executive Name: N. Earl Ridout
Title: Executive Director
Medical Director: Don Bradley, M.D.
Marketing: Angela Ellen
Finance: Gary A. Fisher

Operational Date
07/01/1987

Model Type(s)
Group

Service Area
Alamance, Cabarrus, Caswell, Chatham, Durham,
Franklin, Gaston, Granville, Hartnett, Johnston, Lee,
Lincoln, Mecklenburg, Nash, Orange, Person, Rowan,
Stanly, Union and Wake Counties

Enrollment
10,164 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of North Carolina

Managed By
BC & BS of North Carolina

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	834
Hospitals (Contracted With or Used Regularly):	4

Kaiser Foundation Health Plan of North Carolina

3120 Highwoods Boulevard
Raleigh, NC 27604
Phone: (919)981-6000

Executive Name: Alvin Washington
Title: VP & Regional Mgr.
Medical Director: J. Harper Gaston, M.D.
Marketing: Ann Lore
Finance: Daniel Soper

Operational Date
01/01/1985

Model Type(s)
Group

Service Area
The Raleigh/Durham/Chapel Hill and Charlotte areas

Enrollment
115,196 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	7
Physicians (Primary and Secondary):	240
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

Lincoln National Health Plan

5540 Centerview Drive
Suite 315
Raleigh, NC 27606
Phone: (919)851-0800

Executive Name: William Young
Title: President
Medical Director: Edward Hinman, M.D.
Marketing: Carter Whitley
Finance: Ralph O'Brien

Operational Date
04/01/1988

Model Type(s)
IPA

Service Area
14 counties surrounding Raleigh/Durham area

Enrollment
2,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

Managed By
Lincoln National Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	650
Hospitals (Contracted With or Used Regularly):	12

Maxicare North Carolina, Inc.

5550 77 Center Drive
Suite 380
Charlotte, NC 28217
Phone: (704)525-0880

Executive Name: Sandra J. Stevenson
Title: V.P. and General Manager
Medical Director: Samuel W. Warburton, M.D.
Marketing: Donald R. Wean
Finance:

Operational Date
07/01/1984

Model Type(s)
IPA

Service Area
Metrolina, Greensboro/Burlington, and Raleigh-Durham

Enrollment
8,851 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Maxicare Health Plans, Inc.

Managed By
Peter Ratican, CEO

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	355
Hospitals (Contracted With or Used Regularly):	18

PARTNERS National Health Plans of North Carolina

2000 Frontis Plaza Boulevard
#200
Winston-Salem, NC 27103
Phone: (919)760-4822

Executive Name: John W. Jones
Title: Executive Director
Medical Director: William S. Sayers, M.D.
Marketing: Stewart Veach
Finance: Cosby Davis

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
Forsyth, Guilford, Davie, Randolph, Stokes, Yadkin,
Davidson, and Surry Counties

Enrollment
45,110 as of 12/31/1991

Tax Status
For-profit

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	713
Hospitals (Contracted With or Used Regularly):	11

Personal Care Plan of North Carolina

Post Office Box 30004
Durham, NC 27702
Phone: (919)490-4001

Executive Name: Don W. Bradley, M.D.
Title: Executive Director
Medical Director: Don Bradley, M.D.
Marketing: Angela Ellen
Finance:

Operational Date
03/01/1982

Model Type(s)
IPA

Service Area
State of North Carolina

Enrollment
25,818 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of North Carolina

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,808
Hospitals (Contracted With or Used Regularly):	19

Physicians Health Plan of North Carolina, Inc.

2307 West Cone Boulevard
Suite 200
Greensboro, NC 27408
Phone: (919)282-0900

Executive Name: Frank R. Mascia
Title: President and CEO
Medical Director: Jeffrey A. Todd, M.D.
Marketing: Meg Sternberg
Finance: Randal Stewart

Operational Date
07/01/1985

Model Type(s)
IPA

Service Area
Rockingham, Caswell, Forsyth, Guilford, Alamance,
Davidson, Randolph, Lee, Moore, Harnett, Richmond,
Hoke, Cumberland, Sampson, Duplin, Onslow, Robeson,
Bladen, Pender, Columbus, New Hanover, and Brunswick
Counties

Enrollment
46,456 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Physician-owned

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	19

Prudential Health Care Plan, Inc. - PruCare of Charlotte

2100 Rexford Road, Ste. 320
Charlotte, NC 28211
Phone: (704)365-6070

Executive Name: David B. Patterson
Title: Exec. Dir., Health Care Mgmt.
Medical Director: W. Stuart Tucker, Jr. MD
Marketing: Robert C. Ward, CLU, FLMI
Finance: Harvey Ludlam

Operational Date
03/11/1985

Model Type(s)
Group

Service Area
Mecklenburg, Cabarrus, Gaston, Lincoln, Union, Iredell,
Stanly, and Rowan Counties in NC; York County in SC

Enrollment
32,784 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	37
Physicians (Primary and Secondary):	263
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

CareChoice

4510 13th Avenue, S.W.
Fargo, ND 58121-0001
Phone: (701)282-1100

Executive Name: Robert Carlson
Title: Executive Vice President
Medical Director: Bruce Carlisle
Marketing: Tom Calquhoun
Finance: Ken Speten

Operational Date
10/01/1985

Model Type(s)
IPA

Service Area
Entire state of North Dakota

Enrollment
3,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of North Dakota

Managed By
BC & BS of North Dakota

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	20
Physicians (Primary and Secondary):	200
Hospitals (Contracted With or Used Regularly):	19

Heart of America HMO

802 South Main Avenue
Rugby, ND 58368
Phone: (701)776-5848

Executive Name: James Pernau
Title: Executive Director
Medical Director: R.L. Ketterling, M.D.
Marketing: Tom Salberg
Finance:

Operational Date
08/01/1982

Model Type(s)
Group

Service Area
Counties of Bottineau, Towner, Wells, Pierce, McHenry, Rolette, and Benson

Enrollment
3,057 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	9
Hospitals (Contracted With or Used Regularly):	2

GHAA MEMBER

Aetna Health Plan of Northern Ohio, Inc.

3690 Orange Place
Suite 200
Cleveland, OH 44122
Phone: (216)464-2722

Executive Name: David K. Ellwanger
Title: Executive Director
Medical Director: Michael Eleff, M.D.
Marketing: Robert Treend
Finance: David Field

Operational Date
12/01/1983

Model Type(s)
IPA

Service Area
Cuyahoga, Geauga, Lake, Lorain, Ashtabula, Medina, Portage, Wayne, Tuscarawas, and Stark Counties and portions of Erie, Huron and Trumbull Counties

Enrollment
44,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:
Medical Centers/Satellites: 0

Physicians (Primary and Secondary):	1,334
Hospitals (Contracted With or Used Regularly):	33

GHAA MEMBER

CIGNA Healthplan of Ohio, Inc. - Dayton

2621 Dryden Road
Suite 106
Dayton, OH 45439
Phone: (513)294-1616

Executive Name: James D. Massie
Title: Executive Director
Medical Director: David Williams, M.D.
Marketing: Tom Carroll
Finance: Mark Richardson

Operational Date
07/01/1991

Model Type(s)
IPA

Service Area
Montgomery, Miami, Clark and Greene Counties

Enrollment
57 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:
Medical Centers/Satellites: 0

Physicians (Primary and Secondary):	179
Hospitals (Contracted With or Used Regularly):	9

GHAA MEMBER

**CIGNA Healthplan of Ohio,
Inc. Columbus**

445 Hutchinson Avenue
Suite 900
Columbus, OH 43235
Phone: (614)847-7101

Executive Name: Gordon Church
Title: Regional Managed Care Officer
Medical Director: Linda Yazvac, M.D.
Marketing: Sam Patterson
Finance: Daryl W. Edmonds

Operational Date
05/01/1987

Model Type(s)
IPA

Service Area
Delaware, Fairfield, Fayette, Perry, Franklin, Licking,
Madison, Pickaway, Ross, Union and Muskingum Counties

Enrollment
32,583 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	880
Hospitals (Contracted With or Used Regularly):	15

GHAA MEMBER

**CIGNA Healthplan of Ohio,
Inc. Cleveland**

5800 Lombardo Centre
Ste. 200
Cleveland, OH 44131
Phone: (216)642-2920

Executive Name: Gordon Church
Title: Regional Managed Care Officer
Medical Director: Jerry Herman, M.D.
Marketing: Larry McClure
Finance: Jim Messine

Operational Date
04/01/1987

Model Type(s)
IPA

Service Area
Ashtabula, Cuyahoga, Geauga, Huron, Lake, Lorain,
Mahoning, Medina, Portage, Stark, Summit, Trumbull and
Wayne Counties

Enrollment
25,971 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,283
Hospitals (Contracted With or Used Regularly):	27

GHAA MEMBER

ChoiceCare

655 Eden Park Drive, Ste. 400
Cincinnati, OH 45202
Phone: (513)784-5200

Executive Name: Daniel A. Gregorie, M.D.
Title: Chief Executive Officer
Medical Director: Michael Barber, M.D.
Marketing: John Tepe
Finance: Jane Rollinson, CPA

Operational Date
11/11/1978

Model Type(s)
IPA

Service Area
Ohio: Hamilton, Brown, Clinton, Butler, Clermont and
Warren; Kentucky: Kenton, Boone, Campbell, Grant,
Pendleton and Gallatin

Enrollment
166,026 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified	
		HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,424
Hospitals (Contracted With or Used Regularly):	17

DayMed Health Maintenance Plan, Inc.

211 S. Main Street
Suite 1200
Dayton, OH 45402-2407
Phone: (513)224-5646

Executive Name: Jeannette C. Prear
Title: President and CEO
Medical Director: Drs. Stratton & Cromartie
Marketing: David E. Hickman
Finance: Michael W. Allen

Operational Date
03/01/1986

Model Type(s)
IPA
Network

Service Area
Adams, Brown, Butler, Champaign, Clark, Clermont,
Clinton, Darke, Greene, Hamilton, Highland, Logan,
Miami, Montgomery, Preble, Union, Warren Counties

Enrollment
21,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,400
Hospitals (Contracted With or Used Regularly):	17

Family Health Plan

333 14th Street
Toledo, OH 43624
Phone: (419)241-6501

Executive Name: Robert Campbell
Title: President
Medical Director: Warren Kleinberg, M.D.
Marketing: David Bick
Finance: Chris Scherer

Operational Date
01/01/1986

Model Type(s)
IPA
Network

Service Area
Counties of Lucas, Wood, Ottawa, Sandusky, Henry,
Fulton, and Defiance

Enrollment
18,850 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
St.Vinc/Mercy Hosp/St. Charles

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	650
Hospitals (Contracted With or Used Regularly):	7

Family HealthNet of Ohio

560 East Town Street
Columbus, OH 43215-4802
Phone: (614)461-9900

Executive Name: Thomas E. Beaty
Title: President
Medical Director: James E. Foy, D.O.
Marketing: Jerry Luczaj
Finance: Ronald J. Wurtz

Operational Date
05/01/1984

Model Type(s)
Group
Network

Service Area
Franklin, Delaware, Fairfield, Licking, Madison, Pickaway,
Union, Hamilton, Butler, Clermont and Warren Counties

Enrollment
15,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Health Power, Inc.

Managed By
Health Power Mgmt. Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	200
Physicians (Primary and Secondary):	700
Hospitals (Contracted With or Used Regularly):	22

HMO Health Ohio

P.O. Box 385
Toledo, OH 43697
Phone: (419)473-7373

Executive Name: Kent Clapp
Title: President
Medical Director: Fred E. Hill, M.D.
Marketing: Frank Rudavski
Finance: Ron Ratal

Operational Date
01/01/1985

Model Type(s)
IPA

Service Area
Entire State of Ohio

Enrollment
45,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS Mutual of Ohio

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	No
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	774
Hospitals (Contracted With or Used Regularly):	16

Health Guard

3000 Guernsey Street
Bellaire, OH 43906
Phone: (614)676-4623

Executive Name: Jon R. Van Slaars
Title: Chief Executive Officer
Medical Director: Thomas Przybysz, M.D.
Marketing: Jon R. Van Slaars
Finance: Alan Gieseman, CPA

Operational Date
01/01/1958

Model Type(s)
IPA
Group
Network

Service Area
OH - Belmont, Columbiana, Guernsey, Harrison, Jefferson, Monroe, Muskingum, Stark, Trumbull, and Washington counties; WV - Brooke, Harrison, Marion, Marshall, Monogalia, Ohio, Pleasant, Tyler, Wetzel and Wood Counties

Enrollment
10,439 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	Cost	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	575
Hospitals (Contracted With or Used Regularly):	27

GHAA MEMBER

Health Maintenance Plan

4665 Cornell Road
Suite 300
Cincinnati, OH 45241
Phone: (513)247-6600

Executive Name: Joseph Berman, M.D.
Title: Vice Pres., Clinical Affairs
Medical Director: David Chellappa, M.D.
Marketing: John Stofa
Finance: Donna G. Maile

Operational Date
04/01/1974

Model Type(s)
Group
Network

Service Area
Statewide

Enrollment
127,355 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Community Mutual BC & BS

Managed By
Community Mutual BC & BS

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	4,673
Hospitals (Contracted With or Used Regularly):	67

Health Plan of the Upper Ohio Valley, Inc.

52160 National Road, East
St. Clairsville, OH 43950
Phone: (614)695-3585

Executive Name: Philip Wright
Title: President
Medical Director: B.P. Papadimitriou, M.D.
Marketing: E. David Mathieu
Finance: R. Scott Yturria

Operational Date
11/01/1979

Model Type(s)
IPA

Service Area
Ohio: Belmont, Monroe, Noble, Guernsey, Harrison, and Jefferson Counties; West Virginia: Ohio, Marshall, Brooke, Hancock, Wetzel, Tyler, Harrison, Marion, and Monongalia Counties

Enrollment
74,000 as of 12/31/1991

Tax Status
Nonprofit

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	389
Hospitals (Contracted With or Used Regularly):	16

Health Power of Dayton, Inc.

3131 Newmark Drive
Miamisburg, OH 45342
Phone: (513)438-3055

Executive Name: Thomas E. Beaty
Title: President
Medical Director: Martin J. Schear, M.D.
Marketing: Jerry Luczaj
Finance: Ronald J. Wurtz

Operational Date
07/01/1985

Model Type(s)
Network

Service Area
Montgomery, Clark, and Greene Counties

Enrollment
12,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Health Power, Inc.

Managed By
Health Power Mgmt. Corp.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	102
Physicians (Primary and Secondary):	360
Hospitals (Contracted With or Used Regularly):	11

HealthOhio, Inc.

372 East Center Street
Marion, OH 43302
Phone: (614)387-6355

Executive Name: N. Robert Jones
Title: Chief Executive Officer
Medical Director: Azim Bukhari, M.D.
Marketing: Weston G. Lambert
Finance: Timothy Lauer

Operational Date
05/01/1976

Model Type(s)
IPA

Service Area
Allen, Crawford, Delaware, Franklin, Hancock, Hardin, Knox, Logan, Marion, Morrow, Richland, Seneca, Union, and Wyandot Counties

Enrollment
26,909 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	285
Hospitals (Contracted With or Used Regularly):	12

HomeTown Hospital Health Plan

876 Amherst Road, N.E.
Massillon, OH 44646
Phone: (216) 837-6880

Executive Name: William C. Epling
Title: Vice President & COO
Medical Director: Mark E. Studebaker, M.D.
Marketing: Mary Ann Tournoux
Finance: Charles R. Vignos

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
10-counties in Northeast Ohio

Enrollment
10,073 as of 12/31/1991

Tax Status
Nonprofit

Managed By
Hometown Hospital Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	260
Hospitals (Contracted With or Used Regularly):	8

Humana Health Plan of Ohio, Inc.

8044 Montgomery Road
Suite 460
Cincinnati, OH 45236
Phone: (513) 792-0511

Executive Name: Kenneth Page
Title: Executive Director
Medical Director: Walter C. Ferris, M.D.
Marketing: Todd McMahan, Sales Mgr.
Finance: Kenneth Page

Operational Date
01/01/1987

Model Type(s)
Network

Service Area
22 counties in South Central Ohio and Southwestern Ohio

Enrollment
11,575 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	733
Hospitals (Contracted With or Used Regularly):	17

GHAA MEMBER

In Health

119 Dillmont Drive
Worthington, OH 43085
Phone: (614)888-2223

Executive Name: Jeralyn R. Green
Title: Chief Executive Officer
Medical Director: Thomas Stevenson, M.D.
Marketing: Dave Erickson
Finance: Jeralyn R. Green

Operational Date
01/01/1986

Model Type(s)
IPA

Service Area
Wyandote, Hardin, Marion, Morrow, Delaware, Franklin,
Pickaway, and Fairfield Counties

Enrollment
12,637 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Nationwide Insurance

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	11

Kaiser Foundation Health Plan of Ohio

Bond Court Building
1300 East 9th Street, Ste. 1100
Cleveland, OH 44114
Phone: (216)621-5600

Executive Name: Kathryn A. Paul
Title: Senior Vice President
Medical Director: Ronald Potts, M.D.
Marketing: Robert E. Baker
Finance: David A. Beal

Operational Date
06/01/1964

Model Type(s)
Group

Service Area
Cuyahoga, Lake, Geauga, Lorain, Medina, Summit, Stark,
Portage, and Wayne Counties

Enrollment
206,259 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

Managed By
Kaiser Foundation Health Plans

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	250
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

Licking Memorial Hospital Health Plan

1320 West Main Street
Suite HP
Newark, OH 43055
Phone: (614)366-0533

Executive Name: Thomas Thompson
Title: COO
Medical Director: Drs. L. Kamps & L. Dils
Marketing: Kitty Martin
Finance: Jerry G. Feyh

Operational Date
11/26/1986

Model Type(s)
IPA

Service Area
Licking, Muskingum, Coshocton, Fairfield, Knox, Perry and
Delaware Counties

Enrollment
15,012 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Licking Memorial Health System

Managed By
Licking Memorial Hospital

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	106
Hospitals (Contracted With or Used Regularly):	6

Lincoln National Health Plan, Inc. (TakeCare)

11260 Chester Road
Suite 800
Cincinnati, OH 45246
Phone: (513)772-7325

Executive Name: John Davren, M.D.
Title: VP, Plan Operations
Medical Director: John Davren, M.D.
Marketing: Louis Santoro
Finance: Guy Gauthier

Operational Date
01/01/1985

Model Type(s)
IPA
Network

Service Area
Dayton and Cincinnati

Enrollment
35,910 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln Nat. Corp. (TakeCare)

Managed By
Lincoln Nat. Corp. (TakeCare)

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,272
Hospitals (Contracted With or Used Regularly):	23

Medical Value Plan (MVP)

405 Madison Avenue
P.O. Box 2147
Toledo, OH 43603-2147
Phone: (419)244-2900

Executive Name: David H. Smith
Title: Chief Operating Officer
Medical Director: Hal White, M.D.
Marketing: Gregory Lueck
Finance: John Loomis

Operational Date
05/01/1986

Model Type(s)
IPA

Service Area
Northwest Ohio and portions of Southeastern Michigan
contiguous to Ohio border

Enrollment
35,598 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Henry Ford HC Corp/Toledo Clin

Managed By
Henry Ford Health Care Corp.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	388
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

MetLife HealthCare Network of Ohio, Inc.

Northmark Business Center III
Suite 100, 4501 Erskine Road
Cincinnati, OH 45242-4713
Phone: (513)745-9700

Executive Name: Marilyn McMichael
Title: President and CEO
Medical Director: James Garfield, M.D.
Marketing:
Finance:

Operational Date
08/01/1985

Model Type(s)
IPA
Network

Service Area
Nine counties in the Cleveland area; 7 counties in the
Columbus area; 8 counties in the Cincinnati area

Enrollment
9,112 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,194
Hospitals (Contracted With or Used Regularly):	56

GHAA MEMBER

Paramount Health Care

3425 Executive Parkway
Suite 220
Toledo, OH 43606
Phone: (419)535-7777

Executive Name: Robert J. Smith
Title: President
Medical Director: Joseph P. Moran, M.D.
Marketing: Richard Walczak
Finance: Randolph C. Hoffman

Operational Date
07/01/1988

Model Type(s)
IPA

Service Area
Lucas and Wood Counties of Ohio

Enrollment
22,413 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Vanguard Health Systems Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	575
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER**Personal Physician Care of Ohio, Inc.**

1255 Euclid Avenue, Suite 500
Cleveland, OH 44115
Phone: (216)687-0015

Executive Name: Wilton A. Savage
Title: Executive Director
Medical Director: Oscar Saffold, M.D.
Marketing: Sandra M. Johnson
Finance: Martha Muhammad

Operational Date
08/01/1987

Model Type(s)
IPA

Service Area
Cuyahoga, Geauga, Lake, Lorain, Medina, Portage and Summit Counties

Enrollment
16,688 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
United American HealthCare

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	400
Hospitals (Contracted With or Used Regularly):	29

Physicians Health Plan of Ohio, Inc.

3650 Olentangy River Road
P.O. Box 1138
Columbus, OH 43216-1138
Phone: (614)442-7100

Executive Name: H. William Porterfield, M.D.
Title: President/CEO
Medical Director: Owen E. Johnson, M.D.
Marketing: Ken Hoverman
Finance: Mary J. Dunlop

Operational Date
01/01/1980

Model Type(s)
IPA

Service Area
65 counties in the state of Ohio

Enrollment
156,843 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

Managed By
United HealthCare Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	4,600
Hospitals (Contracted With or Used Regularly):	81

Principal Health Care of Ohio, Inc.

8101 North High Street
Columbus, OH 43235
Phone: (614)841-1240

Executive Name: Richard Bohn
Title: Executive Director
Medical Director: William Hamelberg, M.D.
Marketing: Jay R. Welch
Finance: Jeri Kanellos

Operational Date
10/01/1981

Model Type(s)
Group

Service Area
Franklin and parts of Delaware, Licking, Madison, Union, Pickaway, and Fairfield Counties

Enrollment
25,089 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Principal Mutual Life Ins. Co.

Managed By
Principal Health Care, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	2
Physicians (Primary and Secondary):	101
Hospitals (Contracted With or Used Regularly):	8

Prudential Health Care Plan - PruCare of Northern Ohio

1228 Euclid Avenue
Suite 750
Cleveland, OH 44115
Phone: (216)241-5623

Executive Name: Linda Somers
Title: Director, Health Care Mgmt.
Medical Director: A. Gus Kiouss
Marketing: Chris Earl
Finance:

Operational Date
04/01/1989

Model Type(s)
IPA

Service Area
Cuyahoga, Lake, Summit Counties; parts of Portage,
Geauga, Lorain, Medina, Stark and Wayne counties

Enrollment
1,659 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	903
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

Prudential Health Care Plan, Inc. - PruCare of Central Ohio

485 Metro Place, South
Suite 450
Dublin, OH 43017
Phone: (614)761-0002

Executive Name: Budd Fisher
Title: Manager, Health Care Services
Medical Director: David C. Gundlach, M.D.
Marketing:
Finance:

Operational Date
07/01/1985

Model Type(s)
Group

Service Area
Delaware, Fairfield, Franklin, Licking, Madison, Pickaway
and Union Counties

Enrollment
28,621 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	434
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER

Prudential Health Care Plan, Inc. - PruCare of Cincinnati

525 Vine Street
Suite 1850
Cincinnati, OH 45202
Phone: (513)621-2970

Executive Name: Lynne Gross
Title: Director, Health Care Mgmt.
Medical Director: Peter Marrocco, M.D.
Marketing: Fred Veazey
Finance:

Operational Date
03/01/1986

Model Type(s)
IPA

Service Area
Butler, Clermont, Warren and Hamilton Counties, OH;
Boone, Kenton, Campbell, Grant, and Pendleton Counties
in KY; Dearborn in IN

Enrollment
3,507 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	404
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

Toledo Health Plan

3401 Glendale Avenue
P.O. Box 6298
Toledo, OH 43614
Phone: (419)382-8600

Executive Name: Karl V. Kovacs
Title: Executive Director
Medical Director: Henry R. Silverman, Jr., MD
Marketing: Gale Hulderman
Finance: David L. Shaffer

Operational Date
09/01/1988

Model Type(s)
IPA

Service Area
All of Lucas, Wood, Fulton and Henry Counties; parts of
Ottawa and Sandusky Counties

Enrollment
13,006 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Medical College of OH, Toledo

Managed By
Robert Herrick Associates, Inc

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	779
Hospitals (Contracted With or Used Regularly):	9

Total Health Care Plan, Inc.

P.O. Box 06259
University Center Station
Cleveland, OH 44106
Phone: (216)231-1200

Executive Name: James G. Turner
Title: President & CEO
Medical Director: David G. Miller, M.D.
Marketing: Darren C. Morgan
Finance: Arthur C. Wicinski

Operational Date
10/01/1987

Model Type(s)
Staff

Service Area
Cuyhoga County

Enrollment
17,032 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	38
Hospitals (Contracted With or Used Regularly):	2

United Health Plan

1950 Morse Road
Columbus, OH 43229
Phone: (614)438-7500

Executive Name: Richard A. Mitchell
Title: Chief Executive Officer
Medical Director: Milton Setnar, D.O.
Marketing: Barry J. Shaffer
Finance: Jeffrey A. Neuburger

Operational Date
11/01/1977

Model Type(s)
IPA

Service Area
Franklin, Madison, Clark, Fayette, Licking, Fairfield,
Union, Delaware, and Pickaway Counties in Central Ohio

Enrollment
9,626 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Doctors Hospital

Managed-By
Dennison Health Systems

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	255
Hospitals (Contracted With or Used Regularly):	5

University Health Plan

2060 Reading Road
Cincinnati, OH 45202
Phone: (513)721-3388

Executive Name: Hirsh J. Cohen, FACHE
Title: President and CEO
Medical Director: Robert W. Young, M.D.
Marketing: Melmon May
Finance: Tony Borromeo

Operational Date
01/01/1987

Model Type(s)
IPA
Network

Service Area
Hamilton, Butler, Warren, and Clermont Counties in Ohio;
Boone, Kenton, Campbell, and Pendleton Counties in
Kentucky

Enrollment
30,300 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
University Health Plan, Inc.

Managed By
University Health Plan, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,300
Hospitals (Contracted With or Used Regularly):	13

Western Ohio Health Care Plan

6601 Centerville Business Pkwy
P.O. Box 591208
Dayton, OH 45459
Phone: (513)439-9355

Executive Name: David Shafer
Title: President & CEO
Medical Director: John E. Bloom, M.D.
Marketing: Harry Lehew
Finance: John Monnett

Operational Date
01/01/1979

Model Type(s)
IPA

Service Area
18 counties in West Central Ohio

Enrollment
166,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,660
Hospitals (Contracted With or Used Regularly):	19

BlueLines

3401 NW 63rd Street
Oklahoma City, OK 73116
Phone: (405)841-9500

Executive Name: Larry Smith
Title: Executive Vice President
Medical Director: Wes A. Whittlesey, M.D.
Marketing: David Fleet
Finance: Lyndle Ellis

Operational Date
05/01/1985

Model Type(s)
IPA

Service Area
Tulsa and Oklahoma City

Enrollment
45,301 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Oklahoma

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	16

GHAA MEMBER**CIGNA Healthplan of OK, Inc.
(Formerly EQUICOR Health Plan)**

CIGNA Center
5100 N. Brookline, 9th Floor
Oklahoma City, OK 73112
Phone: (405)943-7711

Executive Name: Kathleen M. Musser, M.D.
Title: Executive Director
Medical Director: Kathleen Musser, M.D.
Marketing: Roy Harman
Finance: Brad Newell

Operational Date
06/01/1984

Model Type(s)
IPA

Service Area
All of Oklahoma and Cleveland Counties and corporate limits of Yukon, Mustang, and Shawnee

Enrollment
8,623 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	430
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

PacifiCare

525 Central Park Drive
Suite 202
Oklahoma City, OK 73105
Phone: (405)525-9200

Executive Name: I. David Kibbe
Title: President
Medical Director: Steven R. Peskin, M.D.
Marketing: Gary Hubbard
Finance: David Shea

Operational Date
04/01/1988

Model Type(s)
Network

Service Area
Parts of Oklahoma, Grady, Canadian, Kingfisher, McLain,
Cleveland, Pottawatomie, Seminole, Lincoln and Logan
Counties

Enrollment
46,745 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
PacifiCare Health Systems

Managed By
PacifiCare Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	14
Physicians (Primary and Secondary):	272
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

PacifiCare of Oklahoma-Tulsa

7134 South Yale Avenue
Suite 700
Tulsa, OK 74136-6318
Phone: (918)496-1200

Executive Name: I. David Kibbe
Title: President
Medical Director: Steven R. Peskin, M.D.
Marketing: Gary Hubbard
Finance: David Shea

Operational Date
10/01/1985

Model Type(s)
Network

Service Area
Tulsa County and parts of Creek, Rogers and Wagoner
counties

Enrollment
55,554 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
PacifiCare Health Systems

Managed By
PacifiCare Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	37
Physicians (Primary and Secondary):	381
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

PruCare of Oklahoma

3330 NW 56th Street
Suite 500
Oklahoma City, OK 73112-4476
Phone: (405) 942-6687

Executive Name: Gary Hawkins
Title: Director, Group Operations
Medical Director: M. Boyd Shook, M.D.
Marketing: Tim McFall
Finance: Michael Henderson

Operational Date
04/01/1981

Model Type(s)
Group

Service Area
Canadian, Cleveland, Grady, Kingfisher, Lincoln, Logan,
McClain, Oklahoma and Pottawatomie Counties

Enrollment
31,350 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	91
Hospitals (Contracted With or Used Regularly):	2

GHAA MEMBER**Prudential Health Care Plan,
Inc. - PruCare of Tulsa**

7912 East 31st Court
Suite 300
Tulsa, OK 74145
Phone: (918) 624-4600

Executive Name: John Kennedy
Title: Director, Health Care Mgmt.
Medical Director: C. B. Rebsamen, M.D.
Marketing: Mark Krogulski
Finance: Michael Henderson

Operational Date
01/02/1983

Model Type(s)
Group

Service Area
All of Tulsa County and portions of Washington, Rogers,
Wagoner, Okmulgee, Creek, Muskogee and Osage Counties

Enrollment
27,435 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	148
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER

Capitol Health Care

201 High Street, S.E.
Salem, OR 97301
Phone: (503)364-4868

Executive Name: Roger B. Lyman
Title: President
Medical Director: Lee Henrich, M.D.
Marketing: Gerry Thompson
Finance: Gary Rea

Operational Date
06/01/1977

Model Type(s)
IPA

Service Area
Marion, Polk, Linn, Lane, Benton, and Yamhill Counties

Enrollment
79,075 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC/BS of Oregon

FEHBP:	No	Federally Qualified	
Medicaid:	Yes	HMO:	Yes
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,113
Hospitals (Contracted With or Used Regularly):	13

Health Maintenance of Oregon

1800 SW First
Ste. 505
Portland, OR 97201
Phone: (503)274-0755

Executive Name: Roger B. Lyman
Title: CEO
Medical Director: Lee Henrich, M.D.
Marketing: Gerry Thompson
Finance: Gary Rea

Operational Date
04/01/1987

Model Type(s)
IPA

Service Area
Multnomah, Washington and Clackamas Counties

Enrollment
53,675 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Capitol Health Care

FEHBP:	No	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	Risk	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,215
Hospitals (Contracted With or Used Regularly):	11

Health Masters of Oregon

P.O. Box 130
Medford, OR 97501
Phone: (503)779-9468

Executive Name: Jud Holtey
Title: Executive Director
Medical Director: Brian D. Stringer, M.D.
Marketing: Marc Dayliss
Finance: Dave Shaffer

Operational Date
04/01/1987

Model Type(s)
IPA

Service Area
Jackson and Josephine Counties

Enrollment
4,817 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Rogue Valley Physicians Svcs.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

- Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	294
Hospitals (Contracted With or Used Regularly):	5

HealthGuard Services, Inc. / SelectCare

600 Country Club Road
Eugene, OR 97401
Phone: (503)485-1850

Executive Name: David L. Slade
Title: President/CEO
Medical Director: Mark Litchman, M.D.
Marketing: Ron Phillips
Finance: Pat Cross

Operational Date
07/01/1983

Model Type(s)
IPA

Service Area
Lane, Linn, Benton, Columbia and Clatsop Counties in OR;
Wahkiakum and Cowlitz Counties in WA

Enrollment
52,360 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Health and Hospital Services

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	720
Hospitals (Contracted With or Used Regularly):	10

Kaiser Foundation Health Plan of the Northwest

2701 Northwest Vaughn
Suite 300
Portland, OR 97210-5398
Phone: (503)721-6800

Executive Name: Michael H. Katcher, Ph.D.
Title: Senior VP & Regional Manager
Medical Director: Fred Nomura, M.D.
Marketing: Wade Overgaard
Finance: Rand J. Holt

Operational Date
01/01/1945

Model Type(s)
Group

Service Area
10 counties in Oregon; 5 counties in Washington

Enrollment
372,181 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	20
Physicians (Primary and Secondary):	525
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER

PACC Health Plans, Inc.

12901 SE. 97th Avenue
P. O. Box 286
Clackamas, OR 97015
Phone: (503)659-4212

Executive Name: Lawrence T. Filosa, Ph.D., FACHE
Title: President and CEO
Medical Director: Larry Tibbles, M.D.
Marketing: Gerry E. Stickley
Finance: H.D. Bartlett

Operational Date
03/01/1938

Model Type(s)
IPA

Service Area
Clackamas, Multnomah, Washington, Clatsop, Columbia, Tillamook, Lincoln, Lane, Benton, Marion, Hood River, Wasco, Linn, Polk, and Yamhill Counties

Enrollment
41,201 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
PACC Health Plans

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,400
Hospitals (Contracted With or Used Regularly):	43

PacifiCare of Oregon

5 Centerpointe Drive
Suite 600
Lake Oswego, OR 97035
Phone: (503)620-9324

Executive Name: David B. Hallock
Title: President
Medical Director: J. Bart McMullan, Jr., MD
Marketing: Gary Hubbard
Finance: Pat Feyen

Operational Date
01/01/1985

Model Type(s)
Network

Service Area
Benton, Clackamas, Columbia, Lincoln, Linn, Marion,
Multnomah, Polk, Washington, and Yamhill counties in
Oregon; Clark County, Washington

Enrollment
73,470 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
PacifiCare Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	31
Physicians (Primary and Secondary):	950
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

Qual-Med Oregon Health Plan

4800 SW Macadam Avenue
Ste. 400
Portland, OR 97201
Phone: (503)222-5217

Executive Name: Tom Jovick, Ph.D.
Title: Executive Director
Medical Director: Drs. Osborn & Cochran
Marketing: Betsy Heydenreich
Finance: Patricia Isaac

Operational Date
04/01/1985

Model Type(s)
IPA

Service Area
Portland & Vancouver Metropolitan Area: Multnomah,
Washington, Clackamas, Yamhill counties in Oregon;
Lewis and Clark counties in Washington

Enrollment
20,841 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Qual-Med, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,550
Hospitals (Contracted With or Used Regularly):	17

Sisters of Providence Good Health Plan of Oregon

1235 N.E. 47th Avenue
Ste. 220
Portland, OR 97213
Phone: (503)249-2981

Executive Name: Mary O. McWilliams
Title: Chief Executive Officer
Medical Director: Donald Olson, M.D.
Marketing: Jack Friedman
Finance: Shelly Sattler

Operational Date
01/01/1985

Model Type(s)
IPA

Service Area
OR-Multnomah, Washington, Columbia, Clackamas,
Yamhill (Medicare service area does not include Clark &
Columbia); Clark County in WA

Enrollment
63,861 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Sisters of Providence

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	9

Aetna Health Plans of Western Pennsylvania, Inc.

5700 Corporate Drive
Ste. 300
Pittsburgh, PA 15237
Phone: (412) 366-9000

Executive Name: Ralph Hagemeier
Title: President
Medical Director: Frank Keller, M.D.
Marketing: Ken Dean
Finance: Alfred Clerici

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Allegheny, Armstrong, Beaver, Butler, Washington and
Westmoreland Counties; Pittsburgh, PA

Enrollment
23,908 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management 7

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,443
Hospitals (Contracted With or Used Regularly):	21

GHAA MEMBER

Aetna Health Plans of Eastern Pennsylvania

150 Monument Road
Suite 106
Bala Cynwyd, PA 19004
Phone: (215) 668-1440

Executive Name: Dennis Buhring
Title: Executive Director
Medical Director: Harvey Nassau, D.O.
Marketing: Jane Brodrick
Finance: John Lombardi

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Bucks, Montgomery, Chester, Delaware and Philadelphia
Counties

Enrollment
8,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,700
Hospitals (Contracted With or Used Regularly):	0

GHAA MEMBER

INDIVIDUAL PROFILES

CIGNA Healthplan of the Delaware Valley

Airport Bus. Ctr.-Intl Court#1
100 Stevens Drive-Suite 200
Lester, PA 19113
Phone: (215)595-3000

Executive Name: Leo M. Carey
Title: VP & Executive Director
Medical Director: Norman R. Scott, M.D.
Marketing: Larry Savage
Finance: Dorothy McGilvery

Operational Date
02/01/1985

Model Type(s)
IPA

Service Area
Bucks, Chester, Delaware, Montgomery, & Philadelphia Counties in PA; Atlantia, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Ocean and Salem Counties in NJ; Kent, New Castle and Sussex Counties in DE

Enrollment
46,760 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,300
Hospitals (Contracted With or Used Regularly):	64

GHAA MEMBER

Central Medical Health Plan

564 Forbes Avenue
Suite 900
Pittsburgh, PA 15219
Phone: (412)471-6877

Executive Name: Thomas M. Gallagher
Title: President
Medical Director: J. G. Zangrilli, M.D.
Marketing: George Ator
Finance: Theodore Dzura

Operational Date
11/01/1974

Model Type(s)
IPA

Service Area
All of Allegheny and Beaver Counties; parts of Butler, Westmoreland, Lawrence, and Washington Counties

Enrollment
14,257 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	355
Hospitals (Contracted With or Used Regularly):	11

GHAA MEMBER

Freedom Health Care

150 Strafford Avenue
Suite 300
Wayne, PA 19087
Phone: (215)293-9338

Executive Name: Robert A. Zelten, Ph.D.
Title: President
Medical Director: Joseph F. Carlow, M.D.
Marketing: Linda Taylor
Finance: David Ondish

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Adams, Berks, Bucks, Chester, Cumberland, Dauphin,
Delaware, Franklin, Montgomery, Perry, Lancaster,
Lebanon, Lehigh, and York Counties

Enrollment
33,695 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Local physicians and hospitals

Managed By
Freedom Health Mgmt. Corp.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,589
Hospitals (Contracted With or Used Regularly):	32

Geisinger Health Plan

100 North Academy Avenue
Danville, PA 17822-3020
Phone: (717)271-8760

Executive Name: Howard G. Hughes, M.D.
Title: President
Medical Director: Duane E. Davis, M.D.
Marketing: A. Paul Holdren
Finance: George D. Kutz

Operational Date
09/01/1972

Model Type(s)
Group

Service Area
Centre, Clearfield, Carbon, Lackawanna, Luzerne, Western
Monroe, Wyoming, Bradford, Susquehanna, Columbia,
Lycoming, Montour, Northumberland, Snyder, Sullivan,
Union, Schuylkill, Clinton, Juniata, Mifflin, Huntingdon,
and Wayne (portion) Counties

Enrollment
110,351 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Geisinger Foundation

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	57
Physicians (Primary and Secondary):	856
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

Greater Atlantic Health Service, Inc.

3550 Market Street
Philadelphia, PA 19104
Phone: (215) 823-8600

Executive Name: Ernest Monfiletto
Title: President/CEO
Medical Director: Stephen Gordin, M.D.
Marketing:
Finance: James Moffett

Operational Date
03/01/1974

Model Type(s)
IPA
Staff
Network

Service Area
Bucks, Chester, Delaware, Montgomery and Philadelphia
Counties in PA; Burlington, Camden and Gloucester
Counties in N.J.

Enrollment
60,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Graduate Hospital Foundation

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	13
Physicians (Primary and Secondary):	2,500
Hospitals (Contracted With or Used Regularly):	44

GHAA MEMBER

HMO PA - U.S. Healthcare

980 Jolly Road
Box 1109
Blue Bell, PA 19422
Phone: (215) 283-6820

Executive Name: Michael Cardillo
Title: General Manager
Medical Director: Jay Rosan, D.O.
Marketing: Jayne Ashenfelter
Finance: Thomas A. Masci, Jr.

Operational Date
01/01/1976

Model Type(s)
IPA

Service Area
Southeastern PA counties: Berks, Bucks, Chester,
Delaware, Lehigh, Montgomery, Northampton and
Philadelphia

Enrollment
577,546 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	5,991
Hospitals (Contracted With or Used Regularly):	67

HMO of Northeastern Pennsylvania

70 North Main Street
Wilkes Barre, PA 18711
Phone: (717) 829-7700

Executive Name: Thomas J. Ward
Title: President
Medical Director: Thomas L. Baumann, M.D.
Marketing: Michael A. Thomas
Finance: William Smolok

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area

Nine counties of Northeastern Pennsylvania: Bradford, Clinton, Lackawanna, Luzerne, Lycoming, Monroe, Sullivan, Susquehanna, and Wyoming

Enrollment
30,538 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Blue Cross of Northeastern PA

Managed By
Blue Cross of Northeastern PA

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	833
Hospitals (Contracted With or Used Regularly):	26

HealthAmerica Pennsylvania, Inc.

Administrative Office
5 Gateway Center
Pittsburgh, PA 15222
Phone: (412) 553-7300

Executive Name: C. Michael Blackwood
Title: President & CEO
Medical Director: Drs. R Gormley & G. Allen
Marketing: Thomas J. Murray
Finance: Dennis Reese

Operational Date
06/01/1975

Model Type(s)
IPA
Group

Service Area

Allegheny, Beaver, Butler, Washington, Westmoreland, and Fayette Counties

Enrollment
131,200 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Coventry Corporation

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

HealthAmerica Pennsylvania, Inc. (Central PA)

2601 Market Place Street
Harrisburg, PA 17110
Phone: (717)540-4500

Executive Name: F.G. Chip Merkel
Title: President
Medical Director: Robert N. Robison, M.D.
Marketing: Robert Shryock
Finance: Joseph Tauber

Operational Date:
05/01/1984

Model Type(s)
IPA
Network

Service Area
Dauphin, Cumberland, Perry, Adams, York, Lancaster, and Lebanon Counties

Enrollment
51,170 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Coventry Corporation

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	561
Hospitals (Contracted With or Used Regularly):	15

GHAA MEMBER

HealthGuard of Lancaster Inc.

270 Granite Run Drive
Lancaster, PA 17601
Phone: (717)560-9049

Executive Name: James R. Godfrey
Title: President
Medical Director: Peter J. Altimare, M.D.
Marketing: Derek Rader
Finance: Robert Black

Operational Date
09/01/1984

Model Type(s)
Network

Service Area
Lancaster and Western Chester Counties

Enrollment
32,011 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Pennsylvania Blue Shield

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	275
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER

Healthcare Management Alternatives, Inc.

5070 Parkside Avenue
Philadelphia, PA 19131
Phone: (215)473-7511

Executive Name: A.J. Henley
Title: Chief Executive Officer
Medical Director: Donald I. Balaban, M.D.
Marketing: Bettina Hoerlin
Finance: John Olsen

Operational Date
07/07/1989

Model Type(s)
IPA

Service Area
South and West Philadelphia

Enrollment
81,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Atlantic Systems/Lomax Hlth.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and-Secondary):	2,075
Hospitals (Contracted With or Used Regularly):	26

GHAA MEMBER

Keystone Health Plan Central

P.O. Box 898812
Camp Hill, PA 17089-8812
Phone: (717)763-3458

Executive Name: David G. Starks
Title: President & CEO
Medical Director: Fredric Weiner, M.D.
Marketing: Jack Jaroh
Finance: Michael Fiaschetti

Operational Date
01/01/1983

Model Type(s)
IPA

Service Area
Dauphin, Perry, Cumberland, Lebanon, Berks,
Northampton, York and Lehigh Counties

Enrollment
63,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Capital BC & PA Blue Shield

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	900
Hospitals (Contracted With or Used Regularly):	25

GHAA MEMBER

Keystone Health Plan East, Inc.

1901 Market Street
P.O. Box 7516
Philadelphia, PA 19101-7516
Phone: (215)241-2001

Executive Name: Allen Wise
Title: President and CEO
Medical Director: Richard Gilfillan, M.D.
Marketing: Chris Butler
Finance: Tom Pappalardo

Operational Date
04/10/1987

Model Type(s)
IPA

Service Area
Delaware, Philadelphia, Montgomery, Chester, and Bucks Counties

Enrollment
306,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independence BC and Penna. BS

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,813
Hospitals (Contracted With or Used Regularly):	58

Keystone Health Plan West, Inc.

Foster Plaza 6
681 Andersen Drive
Pittsburgh, PA 15220
Phone: (412)937-4300

Executive Name: Maureen A. Long
Title: President and CEO
Medical Director: Robert A. Kolock, M.D.
Marketing: Marty C. Altman
Finance: Anthony J. Bugel

Operational Date
09/01/1986

Model Type(s)
IPA

Service Area
Allegheny and portion of five contiguous counties (Washington, Westmoreland, Butler, Beaver and Armstrong)

Enrollment
53,800 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC of Western PA; PA BS

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,000
Hospitals (Contracted With or Used Regularly):	40

Mercy Health Plan

Airport Business Center
200 Stevens Drive, Suite 350
Philadelphia, PA 19113
Phone: (215) 521-6000

Executive Name: Felicia T. Neczypor
Title: President & CEO
Medical Director: Kevin Browngochl, M.D.
Marketing: Ramona Sanabria
Finance: John J. Schi

Operational Date
05/01/1983

Model Type(s)
Network

Service Area
Philadelphia, Delaware, Bucks, Berks, Lehigh and
Montgomery Counties

Enrollment
52,818 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Mercy Health Corp. of SE Penn.

Managed By
Mercy Health Plan

FEHBP:	No	Federally Qualified	
Medicaid:	Yes	HMO:	No
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,771
Hospitals (Contracted With or Used Regularly):	58

GHAA MEMBER**Prudential Health Care Plan
Inc. - PruCare of
Philadelphia**

200 Gibraltar Road
Suite 300
Horsham, PA 19044-0901
Phone: (215) 672-1944

Executive Name: Patrick Geraghty
Title: Director, Health Care Mgmt.
Medical Director: Philip D. Goldstein, M.D.
Marketing: Pamela Monachello
Finance:

Operational Date
08/01/1987

Model Type(s)
IPA

Service Area
Bucks, Chester, Delaware, Montgomery and Philadelphia
Counties, Northampton, Lehigh Valley

Enrollment
10,491 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,274
Hospitals (Contracted With or Used Regularly):	26

GHAA MEMBER

Riverside Health Plan

Stone Point Landing, Suite 107
500 Market Street
Bridgewater, PA 15009
Phone: (412)775-4404

Executive Name: Ronald P. Kocent
Title: Executive Director
Medical Director: John W. Lehman, M.D.
Marketing: Robert Tincani
Finance:

Operational Date
11/01/1986

Model Type(s)
IPA

Service Area
All of Beaver County and portions of Lawrence, Butler,
Mercer and Northern Allegheny Counties

Enrollment
15,678 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
HPJV, Inc. Medical Ctr. Beaver

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	167
Hospitals (Contracted With or Used Regularly):	6

U.S. Healthcare, Inc.

Two Marquis Plaza, Suite 300
5313 Campbells Run Road
Pittsburgh, PA 15205
Phone: (412)788-0500

Executive Name: Michael Cardillo
Title: General Manager
Medical Director: Mike Mesorus, M.D.
Marketing: John Zurbach
Finance: Thomas A. Masci, Jr.

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
Allegheny, Beaver, Butler, Fayette, Washington and
Westmoreland Counties

Enrollment
28,973 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
U.S. Healthcare, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,153
Hospitals (Contracted With or Used Regularly):	18

HMO Rhode Island

30 Chestnut Street
Providence, RI 02903
Phone: (401)274-6674

Executive Name: Michael C. Gerhardt
Title: President
Medical Director: Peter A. Hollmann
Marketing: Marc Gagnon
Finance: T. Clark Phillip

Operational Date
10/01/1986

Model Type(s)
IPA

Service Area
State of Rhode Island and portions of Norfolk and Bristol
Counties in Massachusetts

Enrollment
15,819 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Rhode Island

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	618
Hospitals (Contracted With or Used Regularly):	13

**Ocean State Physicians
Health Plan, Inc.**

Metro Center-475 Kilvert St.
Warwick, RI 02886
Phone: (401)737-6900

Executive Name: Blair R. Suellentrop
Title: CEO
Medical Director: Anthony J. Kazlauskas, MD
Marketing: James Moniz, Jr.
Finance: Maribeth Morro

Operational Date
01/01/1983

Model Type(s)
IPA

Service Area
All of Rhode Island; southeastern Massachusetts

Enrollment
137,066 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

Managed By
United HealthCare Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,600
Hospitals (Contracted With or Used Regularly):	21

Companion Health Care Corp.

P.O. Box 6170
Columbia, SC 29260-6170
Phone: (803)786-8466

Executive Name: Harvey L. Galloway
Title: Chief Operating Officer
Medical Director: Richard Foster, Jr., M.D.
Marketing: Nancy R. Reid
Finance: C.P. Cannon

Operational Date
10/01/1984

Model Type(s)
IPA

Service Area
Statewide

Enrollment
33,071 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC/BS of South Carolina

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	933
Hospitals (Contracted With or Used Regularly):	21

Healthsource South Carolina

215 E. Bay Street
Suite 401
Charleston, SC 29401
Phone: (803)723-5520

Executive Name: Michael Van Clark
Title: CEO
Medical Director: Francis G. Middleton, MD
Marketing: David B. Barnett
Finance: Michael Van Clark

Operational Date
03/01/1987

Model Type(s)
IPA

Service Area
Charleston, Berkeley, Dorchester, Hampton, Colleton, Spartansburg, Cherokee, Greenville, Pickens, and Union Counties

Enrollment
18,700 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Physicians' Health Systems Inc.

Managed By
Healthsource Mgmt. Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Center/Satellites:	0
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	7

Maxicare South Carolina, Inc.

535 North Pleasantburg Drive
Suite 210
Greenville, SC 29606
Phone: (803)233-7437

Executive Name: Sandra J. Stevenson
Title: V.P./and General Manager
Medical Director: Samuel W. Warburton, M.D.
Marketing: Donald R. Wean
Finance:

Operational Date
08/01/1984

Model Type(s)
IPA

Service Area
Upstate area of Greenville, Spartansburg, Easley, Gaffney
and Pickens, plus the Columbia area

Enrollment
14,900 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Maxicare Health Plans, Inc.

Managed By
Peter Ratican, CEO

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	519
Hospitals (Contracted With or Used Regularly):	13

Physicians Health Plan of South Carolina

110 Centerview Drive
Suite 301
Columbia, SC 29210-8438
Phone: (803)750-7400

Executive Name: William E. Martin
Title: Chief Executive Officer
Medical Director: Hugh DuBose, M.D.
Marketing: Pam Fields
Finance: Beverly M. Smith

Operational Date
03/01/1985

Model Type(s)
IPA

Service Area
Bamberg, Calhoun, Chester, Chesterfield, Darlington,
Dillon, Fairfield, Florence, Horry, Kershaw, Lexington,
Marion, Marlboro, Newberry, Orangeburg, Richland,
Williamsburg, and York Counties

Enrollment
21,895 as of 12/31/1991

Tax Status
Nonprofit

Managed By
United HealthCare Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	691
Hospitals (Contracted With or Used Regularly):	18

DAKOTACARE

1323 South Minnesota Avenue
 Sioux Falls, SD 57105
 Phone: (605)334-4000

Executive Name: Robert Johnson
Title: CEO
Medical Director: Russell Harris, M.D.
Marketing:
Finance: Kirk J. Zimmer, CPA

Operational Date
 03/01/1986

Model Type(s)
 IPA

Service Area
 State of South Dakota

Enrollment
 21,868 as of 12/31/1991

Tax Status
 For-profit

Owner/Affiliate
 South Dakota State Med. Assoc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	809
Hospitals (Contracted With or Used Regularly):	63

Aetna Health Plan of Tennessee

3319 West End Avenue
Ste. 900
Nashville, TN 37203
Phone: (615)298-9990

Executive Name: Amy Williams
Title: Vice President
Medical Director: James Geraughty, M.D.
Marketing: Cliff McGown
Finance: Bridgette Barnett

Operational Date
09/01/1984

Model Type(s)
Network

Service Area
28 counties in Tennessee

Enrollment
15,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	847
Hospitals (Contracted With or Used Regularly):	24

GHAA MEMBER

CIGNA Health Plan of Tennessee (Formerly EQUICOR Health Plan)

850 Ridge Lake Boulevard
Suite 210
Memphis, TN 38119
Phone: (901)683-1653

Executive Name: William Quanstrom
Title: Executive Director
Medical Director: J. Dean Greeson, M.D.
Marketing: Patrick Hoffman
Finance: Brad Newell

Operational Date
01/01/1988

Model Type(s)
IPA

Service Area
Shelby, Tipton, and Fayette Counties

Enrollment
25,668 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	698
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

CIGNA Healthplan of TN, Inc. (Formerly EQUICOR Health Plan)

1801 West End Avenue
Suite 800
Nashville, TN 37203
Phone: (615) 340-3059

Executive Name: David Mathis
Title: Executive Director
Medical Director: Douglas Henry, M.D.
Marketing: J. C. Ranelli
Finance: Brad Newell

Operational Date
10/01/1984

Model Type(s)
IPA
Group

Service Area
Counties of Davidson, Williamson, Dickson, Maury,
Montgomery, Cannon, DeKalb, Cheatham, Robertson,
Rutherford, Sumner, and Wilson

Enrollment
18,782 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified	
Medicaid:	No	HMO:	No
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	650
Hospitals (Contracted With or Used Regularly):	16

GHAA MEMBER

CareChoice - Chattanooga

801 Pine Street
Chattanooga, TN 37401
Phone: (615) 755-5600

Executive Name: Wayne E. Willison
Title: President
Medical Director: Nady Cates, M.D.
Marketing: Kenneth E. Tolliver
Finance: Karen Russell

Operational Date
02/01/1985

Model Type(s)
Network

Service Area
Chattanooga, Nashville, Knoxville, Oak Ridge, Jackson/
West Tennessee, Dickson, McMinnville

Enrollment
15,997 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Tennessee

FEHBP:	No	Federally Qualified	
Medicaid:	No	HMO:	No
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	1,700
Hospitals (Contracted With or Used Regularly):	58

**Prudential Health Care Plan,
Inc. - PruCare of Nashville**

227 French Landing Drive
Ste. 300
Nashville, TN 37228
Phone: (615)248-7100

Executive Name: Ed Griese
Title: Director
Medical Director: Mark Mahler, M.D.
Marketing: Bob Levy
Finance: Harvey Ludlam

Operational Date
09/01/1980

Model Type(s)
Group

Service Area
Davidson, Cheatham, Rutherford, Robertson, Sumner,
Williamson and Wilson Counties

Enrollment
26,583 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	251
Hospitals (Contracted With or Used Regularly):	6

GHAA MEMBER

**Prudential Health Care Plan,
Inc. - PruCare of Memphis**

845 Crossover Lane
Ste. 220
Memphis, TN 38117
Phone: (901)766-7908

Executive Name: Donna DeVaughn-TidLine
Title: Director, Health Care Mgmt.
Medical Director: Manoj Narayanan, M.D.
Marketing:
Finance: Harvey Ludlam

Operational Date
03/01/1983

Model Type(s)
Group

Service Area
Shelby County

Enrollment
24,688 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	74
Hospitals (Contracted With or Used Regularly):	2

GHAA MEMBER

Southern Health Plan, Inc. d/b/a The Apple Plan

600 Jefferson Avenue
P.O. Box 97
Memphis, TN 38101
Phone: (901) 578-3201

Executive Name: Timothy J. Hogan
Title: Vice President/Exec. Director
Medical Director: Alys Lipscomb, M.D.
Marketing: Brenda Kremser
Finance: Sally Damron

Operational Date
07/01/1980

Model Type(s)
IPA

Service Area
Shelby, Fayette, Tipton and Madison Counties

Enrollment
39,474 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Memphis

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,204
Hospitals (Contracted With or Used Regularly):	24

Tennessee First Health Plan

912 S. Gay Street
Ste. 1100
Knoxville, TN 37902
Phone: (615) 546-2529

Executive Name: W. Brent Casey
Title: President and CEO
Medical Director: Raymond Bunn, M.D.
Marketing: Harry J. Alheid
Finance: Gary B. Simmons

Operational Date
04/01/1986

Model Type(s)
IPA

Service Area
Scott, Campbell, Morgan, Anderson, Union, Grainger,
Hamblen, Jefferson, Knox, Cocke, Sevier, Blount, Loudon,
Monroe, Roane, McMinn, and Claiborne Counties

Enrollment
14,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Healthsource, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	375
Hospitals (Contracted With or Used Regularly):	12

Tennessee Primary Care Network, Inc.

Parkview Towers #N104
205 Reidhurst Ave.
Nashville, TN 37203
Phone: (615) 329-2016

Executive Name: Anthony J. Cebrun
Title: CEO
Medical Director: Russell Ward, M.D.
Marketing: Andrea Thaler
Finance: Joseph Barber

Operational Date
07/01/1985

Model Type(s)
Network

Service Area
State of Tennessee

Enrollment
26,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	200
Hospitals (Contracted With or Used Regularly):	9

Aetna National Health Plans of Texas, Inc.

9494 Southwest Freeway
#350
Houston, TX 77014-1419
Phone: (713)776-2887

Executive Name: Brigid Pace
Title: Executive Director
Medical Director: Sandra Scurria, M.D.
Marketing: Bill Barry
Finance:

Operational Date
11/01/1987

Model Type(s)
IPA

Service Area
Harris, Brazoria, Fort Bend, Montgomery, Galveston,
Waller, and Liberty Counties

Enrollment
20,743 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	719
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER

Anthem Health Plans of Texas, Inc.

- 2727 Allen Parkway
Suite 265W
Houston, TX 77019
Phone: (713)630-6400

Executive Name: Barbara Grosshans
Title: Operations Manager
Medical Director: Jerald L. Zarin, M.D.
Marketing:
Finance: Mike Ruszkiewicz

Operational Date
08/01/1989

Model Type(s)
IPA

Service Area
Harris, Fort Bend, Brazoria, Galveston, Montgomery, and
Liberty Counties

Enrollment
600 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Anthem Life Insurance Co.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	276
Hospitals (Contracted With or Used Regularly):	4

CIGNA Healthplan of Texas

600 E. Las Colinas Blvd.
Suite 1100
Irving, TX 75039-2588
Phone: (800)772-4462

Executive Name: Charles Neff
Title: Vice President and Exec. Dir.
Medical Director: Roy Heyne, M.D.
Marketing: Bruce Sammis
Finance:

Operational Date
07/06/1980

Model Type(s)
IPA
Staff
Group

Service Area
Collin, Dallas, Denton, Hood, Johnson, Parker, Rockwall,
Hunt, Ellis, Kaufman, Wise, Grayson, Fannin, and Tarrant
Counties

Enrollment
94,932 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	1,558
Hospitals (Contracted With or Used Regularly):	30

GHAA MEMBER

**CIGNA Healthplan of Texas,
Inc /Houston Division**

1360 Post Oak Blvd.
Suite 1100
Houston, TX 77056
Phone: (713)552-7600

Executive Name: Dennis Edmonds
Title: Executive Director
Medical Director: Vernon Walters, M.D.
Marketing: Kurt Weimer
Finance: Brynne Badeaux

Operational Date
06/01/1982

Model Type(s)
IPA
Staff
Group

Service Area
Austin, Brazoria, Chambers, Fort Bend, Galveston, Grimes,
Harris, Houston, Liberty, Montgomery, San Jacinto,
Walker, Wharton, Matagorda, and Waller Counties

Enrollment
41,916 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified	
Medicaid:	No	HMO:	Yes
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	1,402
Hospitals (Contracted With or Used Regularly):	27

GHAA MEMBER

**Coastal Bend Health Plan,
Inc.**

2502 Morgan
P.O. Box 3457
Corpus Christi, TX 78463-3457
Phone: (512)887-0101

Executive Name: Diana K. Tchida
Title: Chief Executive Officer
Medical Director: William W. Burgin, M.D.
Marketing: Judy Hale
Finance: Richard W. Medley

Operational Date
12/06/1985

Model Type(s)
IPA

Service Area
Counties of Aransas, Kleberg, San Patricio and Nueces

Enrollment
22,456 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	362
Hospitals (Contracted With or Used Regularly):	8

**Greater Amarillo Health Plan
Inc.**

1901 Medi Park
Suite 2000
Amarillo, TX 79106
Phone: (806)358-5155

Executive Name: Gary L. Gerard
Title: Chief Executive Officer
Medical Director: Ted M. Nicklaus, M.D.
Marketing: Chuck Walker
Finance: Phillip W. Hudson

Operational Date
05/08/1986

Model Type(s)
IPA

Service Area
All of Potter, Randall, Carson and Armstrong Counties;
Portions of Moore, Hutchinson, Deaf Smith, Oldham and
Swhisher Counties.

Enrollment
29,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	161
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

Harris Methodist Health Plan

1300 Summit Avenue
Suite 300
Fort Worth, TX 76102
Phone: (817)878-5800

Executive Name: Don Hamlin
Title: Sr. Vice Pres./Managed Care
Medical Director: Tom Davis, M.D.
Marketing: Mike Clark
Finance: Jay S. Followell

Operational Date
03/01/1986

Model Type(s)
IPA

Service Area
Fort Worth (Tarrant County) and surrounding counties including Dallas, Denton, Wise, Montague, Parker, Hood, Erath, Johnson, Ellis, Somervell, Comanche, Bosque, Hill, Hamilton, Navarro, Limestone, Freestone, and Coryell

Enrollment
73,042 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Harris Methodist Health System

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	991
Hospitals (Contracted With or Used Regularly):	20

Humana Health Plan of TX, Inc. dba Humana HP Corpus Christi

5350 S. Staples Street
Corpus Christi, TX 78411-4654
Phone: (512)994-2000

Executive Name: Richard Willis
Title: Executive Director
Medical Director: David Olson, M.D.
Marketing: Diane Coleman
Finance: Steve Heape

Operational Date
04/01/1982

Model Type(s)
IPA

Service Area
Nueces and San Patricio Counties

Enrollment
30,359 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Humana Hlth. Plan of Corpus C.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	242
Hospitals (Contracted With or Used Regularly):	3

GHAA MEMBER

Humana Health Plan of TX, Inc. dba Humana HP of San Antonio

Med Center Plaza
8431 Fredericksburg Road
San Antonio, TX 78229
Phone: (512)558-1000

Executive Name: Brenda Luckett
Title: Executive Director
Medical Director: David Haddad, M.D.
Marketing: Cindy Miller
Finance: Mark Barnhardt

Operational Date
12/01/1984

Model Type(s)
IPA
Group

Service Area
Atascosa, Bandera, Bexar, Blanco, Comal, Frio, Guadalupe,
Kendall, Media and Wilson Counties

Enrollment
96,040 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Humana Inc.

Managed By
Humana Hlth. Plan of San Ant.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	6
Physicians (Primary and Secondary):	1,479
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

Kaiser Foundation Health Plan of Texas

12720 Hillcrest Road
Ste. 600
Dallas, TX 75230
Phone: (214)458-5000

Executive Name: Margaret H. Jordan
Title: VP & Regional Manager
Medical Director: Richard P. Hoffman, M.D.
Marketing: John M. Pinkney
Finance: Mindy Sullivan

Operational Date
06/01/1979

Model Type(s)
Group

Service Area
Dallas and Tarrant Counties and portions of Collin,
Denton, Ellis, Hood, Johnson, Kaufman, Parker, Rockwall,
and Wise Counties

Enrollment
121,515 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Kaiser Foundation Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	10
Physicians (Primary and Secondary):	155
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

MetLife HealthCare Network of Texas, Inc.

1320 Greenway Drive
Suite 1000
Irving, TX 75038
Phone: (214)751-0777

Executive Name: Bill Wagner
Title: President/CEO
Medical Director: Gregorio Cortez, M.D.
Marketing:
Finance:

Operational Date
01/01/1987

Model Type(s)
IPA

Service Area
Dallas, Tarrant, Denton, Collin, Paris, Waller, Galveston,
Ft. Bend, Brazoria, Montgomery and Walker

Enrollment
26,064 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,502
Hospitals (Contracted With or Used Regularly):	71

GHAA MEMBER

PCA Health Plans of Texas, Inc

8303 MoPac, Suite 450
Austin, TX 78759
Phone: (512)338-6100

Executive Name: Donald J. Gessler, M.D.
Title: President & CEO
Medical Director: George Smith, M.D.
Marketing: Tim Tasset
Finance: Bob Trussell

Operational Date
09/01/1981

Model Type(s)
IPA

Service Area
Bastrop, Bell, Bosque, Brazos, Burleson, Burnet, Caldwell,
Comal, Coryell, Falls, Grimes, Guadalupe, Hamilton, Hays,
Kendall, Lampasas, Lee, Madison, McLennan, Milam,
Robertson, Travis, and Williamson Counties in Texas

Enrollment
108,478 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Physician Corp. of America

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	811
Hospitals (Contracted With or Used Regularly):	22

GHAA MEMBER

PacifiCare of Texas, Inc.

8200 IH 10 West
Suite 1000
San Antonio, TX 78230-3878
Phone: (512)614-9800

Executive Name: Jon Wampler
Title: President
Medical Director: Chris L. Jagmin, M.D.
Marketing:
Finance: Peter Van Valkinburg

Operational Date
07/01/1986

Model Type(s)
Network

Service Area
Bexar County, Texas

Enrollment
43,595 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
PacifiCare Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	12
Physicians (Primary and Secondary):	600
Hospitals (Contracted With or Used Regularly):	13

GHAA MEMBER**Prudential Health Care Plan, Inc. - PruCare of Austin**

8303 Mopac, #210
P.O. Box 26725
Austin, TX 78759
Phone: (512)465-6661

Executive Name: Ron Yarbrough
Title: Director, Health Care Mgmt.
Medical Director: Bryan Spires, M.D.
Marketing: Herman Wright
Finance: Michael Henderson

Operational Date
10/01/1980

Model Type(s)
Group

Service Area
Travis, Hays, and Bastrop Counties; portions of Williamson and Caldwell Counties

Enrollment
59,210 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	16
Physicians (Primary and Secondary):	348
Hospitals (Contracted With or Used Regularly):	8

GHAA MEMBER

**Prudential Health Care Plan,
Inc. - PruCare of North Texas**

4100 Alpha Road
Suite 400
Dallas, TX 75244
Phone: (214)991-0014

Executive Name: Victor Lazzaro, Jr.
Title: Exec. Dir., Health Care Mgmt.
Medical Director: Robert H. Jacqmin, M.D.
Marketing: Joel N. Suarez
Finance: Michael Henderson

Operational Date
12/16/1985

Model Type(s)
IPA

Service Area
Dallas, Tarrant, Collin, Rockwall, Parket, Hood, Somervell,
Denton, Johnson, Ellis, and Kaufman Counties

Enrollment
15,578 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,456
Hospitals (Contracted With or Used Regularly):	31

GHAA MEMBER

**Prudential Health Care Plan,
Inc. - PruCare of Houston**

24 Greenway Plaza
Suite 500
Houston, TX 77046
Phone: (713)993-3850

Executive Name: Vincent Contorno
Title: VP, Health Care Management
Medical Director: James Gengelbach, D.O.
Marketing: DeWitt Smith
Finance: Michael Henderson

Operational Date
10/01/1974

Model Type(s)
Group

Service Area
Houston Metropolitan area, including all or part of
Brazoria, Ft. Bend, Galveston, Harris, Montgomery and
Waller Counties

Enrollment
134,817 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	114
Hospitals (Contracted With or Used Regularly):	2

GHAA MEMBER

Prudential Health Care Plan, Inc. - PruCare of San Antonio

613 N.W. Loop 410
Ste. 600
San Antonio, TX 78216
Phone: (512)366-1921

Executive Name: Bob Smith
Title: Director, Health Care Mgmt.
Medical Director: C. William Metcalf, M.D.
Marketing: Hal Carmichael
Finance: Michael Henderson

Operational Date
10/01/1984

Model Type(s)
IPA

Service Area
All of Bexar, Comal, Guadalupe, and Wilson Counties, and
portions of Kendall, Bandera, Medina, Frio, Karnes, and
Atascosa Counties.

Enrollment
27,284 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	490
Hospitals (Contracted With or Used Regularly):	9

GHAA MEMBER

Rio Grande HMO, Inc.

4150 Pinnacle Street
Suite 203
El Paso, TX 79902
Phone: (915)542-1547

Executive Name: Larry J. Bowermon
Title: President & CEO
Medical Director: Joseph Castagno, M.D.
Marketing: David Amparan
Finance: James R. Lieurance

Operational Date
03/30/1987

Model Type(s)
IPA
Network

Service Area
El Paso County, Texas

Enrollment
12,421 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC of Texas

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	100
Hospitals (Contracted With or Used Regularly):	4

**Sanus Texas Health Plan,
Inc. /Dallas/Fort Worth**

8600 Freeport Parkway
Irving, TX 75063
Phone: (214)929-0376

Executive Name: Max Brown
Title: Executive Director & CEO
Medical Director: Joseph Cheek, M.D.
Marketing: Kenneth L. DiBella
Finance: Nate Eudaly

Operational Date
02/01/1984

Model Type(s)
IPA

Service Area

Collin, Cooke, Dallas, Delta, Denton, Ellis, Fannin,
Grayson, Hood, Hopkins, Hunt, Johnson, Kaufman, Parker,
Rains, Rockwall, Somervell, Tarrant, and Wise Counties;
portion of Palo Pinto County which includes the
incorporated city of Mineral Wells

Enrollment
100,868 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Sanus Corp. Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	37

GHAA MEMBER**Sanus/New York Life Health
Plan**

3800 Buffalo Speedway
Suite 200
Houston, TX 77098
Phone: (713)993-9520

Executive Name: Donald H. Triano
Title: Executive Director
Medical Director: Frank J. Volpe, M.D.
Marketing: Douglas C. Hoffman
Finance: Michael E. Stock

Operational Date
12/01/1979

Model Type(s)
IPA

Service Area

Harris, Walker, Washington, San Jacinto, Colorado,
Galveston, Matagorda, Montgomery, Ft. Bend, Austin,
Brazoria, Walker, Grimes, Chambers, Liberty, and
Wharton Counties

Enrollment
211,320 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
New York Life Insurance Co.

Managed By
Sanus Corp. Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,800
Hospitals (Contracted With or Used Regularly):	46

GHAA MEMBER

Scott and White Health Plan

2401 South 31st Street
Temple, TX 76508
Phone: (817)774-3000

Executive Name: Deny Radefeld
Title: Executive Director
Medical Director: John C. Leadbeater, M.D.
Marketing: Frank J. Nastars
Finance: A. Michelle Delegram

Operational Date
01/01/1982

Model Type(s)
Group

Service Area
All of Bell, Brazos, Burleson, and Coryell Counties and portions of 16 other counties

Enrollment
80,798 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Scott and White Clinic

Managed By
Scott and White Health Plan

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	12
Physicians (Primary and Secondary):	308
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER**Southwest, an Aetna Health Plan**

P.O. Box 223928
Dallas, TX 75222-3928
Phone: (214)821-6622

Executive Name: Steve Yerxa
Title: Executive Director
Medical Director: Douglas Benjamin, M.D.
Marketing: Mark Bailey
Finance: Russ Jarvis

Operational Date
09/15/1985

Model Type(s)
IPA

Service Area
Collin, Dallas, Denton, Hunt, Rockwall, Tarrant, Delta, Fanning, Hopkins, Johnson, Kaufman, Parker, Ellis, and Rains Counties

Enrollment
48,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Ins. Co./Baylor HCS

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,040
Hospitals (Contracted With or Used Regularly):	26

GHAA MEMBER

Travelers Health Network of Texas - Dallas/Ft. Worth

2250 Lakeside Boulevard
Suite 330
Richardson, TX 75082
Phone: (214)437-3074

Executive Name: Dave S. Barker
Title: VP and Executive Director
Medical Director: Andrew Small, III, M.D.
Marketing: John R. French
Finance: Brenda Roberts

Operational Date
06/01/1986

Model Type(s)
IPA

Service Area
Collin, Dallas, Denton, Ellis, Hood, Johnson, Kaufman,
Parker, Rockwall, Tarrant, Wise, and Hunt Counties

Enrollment
12,492 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Health Network

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,781
Hospitals (Contracted With or Used Regularly):	38

GHAA MEMBER

Travelers Health Network of Texas - Houston Division

10800 Richmond Avenue
Houston, TX 77042
Phone: (713)268-7800

Executive Name: Thomas C. Jackson
Title: Vice President
Medical Director: Terry Sanderson
Marketing: Richard Spears
Finance: Brenda Roberts

Operational Date
12/01/1985

Model Type(s)
IPA

Service Area
All of Harris County, Fort Bend, Galveston, Montgomery,
Waller; part of Liberty and Brazoria Counties

Enrollment
12,483 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Health Network

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,508
Hospitals (Contracted With or Used Regularly):	25

GHAA MEMBER

Travelers Health Network of Texas, Inc.

9442 Capital of Texas Highway
Suite 600
Austin, TX 78759
Phone: (512)338-6800

Executive Name: Connie Barron
Title: Executive Director
Medical Director: Terry Sutton, M.D.
Marketing: Jim Novelty
Finance: Brenda Roberts

Operational Date
09/01/1985

Model Type(s)
IPA

Service Area
Bexar; parts of 7 surrounding counties; Travis, Hays, Williamson, Lee, Milam, Burnet, Bastrop, Bell, Caldwell, Blanco, Comal and Guadalupe Counties

Enrollment
31,296 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Travelers Health Network

Managed By
The Travelers Health Network

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	939
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

CIGNA Healthplan of Utah, Inc. (Formerly EQUICOR Health Plan)

5295 South 320 West
Ste. 280
Salt Lake City, UT 84107
Phone: (801)265-2784

Executive Name: Robert Immitt
Title: Vice President/General Manager
Medical Director: Taylor Jeppson, M.D.
Marketing: Dave Greene
Finance: Karen Rohan

Operational Date
07/01/1986

Model Type(s)
IPA

Service Area
Counties of Utah, Salt Lake, Davis, and Weber

Enrollment
15,339 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	825
Hospitals (Contracted With or Used Regularly):	15

GHAA MEMBER

Educators Health Care, Inc.

852 East Arrowhead Lane
Murray, UT 84107-5298
Phone: (801)262-7476

Executive Name: Donald W. Ulmer
Title: President
Medical Director:
Marketing: Kevin Barnes
Finance: Ronald Julian, CPA

Operational Date
05/01/1979

Model Type(s)
IPA
Network

Service Area
Entire state of Utah

Enrollment
2,262 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Educators Mutual Ins. Assoc.

Managed By
Educators Mutual Ins. Assoc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	850
Hospitals (Contracted With or Used Regularly):	18

Employees Choice Health Option

35 West Broadway
Salt Lake City, UT 84101
Phone: (801)355-1234

Executive Name: Elden R. Mitchell
Title: Regional Vice President
Medical Director: John Vinton, M.D.
Marketing: Craig Taylor
Finance: Dennis G. Wright

Operational Date
09/01/1987

Model Type(s)
Staff

Service Area
Box Elder, Cache, Davis, Morgan, Salt Lake, Summit,
Tooele, Utah, Wasatch, Weber Counties

Enrollment
10,485 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
FHP, Inc.

Managed By
FHP of Utah Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	656
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

FHP, Inc. (Utah Region)

35 West Broadway
Salt Lake City, UT 84101
Phone: (801)355-1234

Executive Name: Elden R. Mitchell
Title: Regional Vice President
Medical Director: John Vinton, M.D.
Marketing: Craig Taylor
Finance: Dennis Wright

Operational Date
01/01/1976

Model Type(s)
IPA
Staff

Service Area
Box Elder, Cache, Davis, Morgan, Salt Lake, Summit,
Tooele, Utah, Wasatch and Weber counties

Enrollment
122,675 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
FHP, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	656
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

HealthWise

P.O. Box 30804
2505 Parley's Way
Salt Lake City, UT 84130-0804
Phone: (801)487-4917

Executive Name: W. Knox Fitzpatrick, M.D.
Title: VP Medical Affairs & Med. Dir.
Medical Director: W. Knox Fitzpatrick, M.D.
Marketing: Michael N. Mitchell
Finance: Francis X. Leonard

Operational Date
09/01/1981

Model Type(s)
Network

Service Area
Counties of Salt Lake; Box Elder, Davis, Weber, Cache,
Juab, Utah, Tooele, Morgan and Summit

Enrollment
30,750 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Utah

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	20

IHC Care, Inc.

36 South State Street
14th Floor
Salt Lake City, UT 84111
Phone: (801)538-5000

Executive Name: William H. Nelson
Title: President
Medical Director: Elbert M. Dansie, M.D.
Marketing: John H. Rich
Finance: Bradley E. Wittwer

Operational Date
01/08/1985

Model Type(s)
IPA

Service Area
Utah and SW Wyoming

Enrollment
44,026 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Intermountain Health Care, Inc

Managed By
Intermountain Health Care, Inc

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,100
Hospitals (Contracted With or Used Regularly):	20

GHAA MEMBER

Physicians Health Plan of Utah

7910 S. 3500 East, Suite 100
P.O. Box 21409
Salt Lake City, UT 84121-0409
Phone: (801) 942-6200

Executive Name: Colin Gardner
Title: CEO
Medical Director: Gilbert Podolsky, M.D.
Marketing: Leonard R. Grover
Finance:

Operational Date
09/01/1984

Model Type(s)
IPA

Service Area
Salt Lake, Utah, Davis, Weber, Box Elder, and Tooele Counties

Enrollment
38,807 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

Managed By
UHC Management Company, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	862
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER

Utah Community Health Plan

2265 South 1300 West
Suite B
Salt Lake City, UT 84119
Phone: (801) 973-9741

Executive Name: William K. Willson
Title: Executive Director
Medical Director: Stephen D. Ratchliffe, MD
Marketing: William K. Willson
Finance: John V. Rettie

Operational Date
08/16/1989

Model Type(s)
Network

Service Area
Salt Lake County and southern Davis County

Enrollment
1,689 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Intermountain Health Care

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	12
Physicians (Primary and Secondary):	452
Hospitals (Contracted With or Used Regularly):	7

Community Health Plan: **Vermont Region**

CHP/Essex Falls Health Center
4 Park Avenue
Williston, VT 05495
Phone: (802)878-2334

Executive Name: Bill Little
Title: Regional Administrator
Medical Director: Paul Jarris, M.D.
Marketing: Craig Bass
Finance: Carole Cusack

Operational Date
04/01/1981

Model Type(s)
Staff
Group
Network

Service Area
Addison, Bennington, Chittenden, Cheshire, NH, Franklin,
Grand Isle, Lamoille, Orange, Rutland, Washington,
Windham, Windsor, Clinton

Enrollment
49,691 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Capital Area Comm. Health Plan

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	Risk	Federally Qualified	
	Prepaid Product	CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	406
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

Aetna Health Plans of the Mid-Atlantic, Inc.

7799 Leesburg Pike South
Suite 1100
Falls Church, VA 22043
Phone: (703)903-7100

Executive Name: John Coyle
Title: Executive Director
Medical Director: Jack Epstein, M.D.
Marketing: James Solomon
Finance:

Operational Date
01/01/1985

Model Type(s)
Network

Service Area
Northern Virginia (DC Suburbs); Baltimore & surrounding counties; Suburban MD counties surrounding Washington, DC; Spotsylvania County Virginia

Enrollment
35,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna Life Insurance Co.

Managed By
Aetna Health Management

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,000
Hospitals (Contracted With or Used Regularly):	32

GHAA MEMBER

CapitalCare, Inc.

1921-Gallows Road, 9th Floor
Vienna, VA 22182
Phone: (703)761-5400

Executive Name: David Ward
Title: Executive Vice President & COO
Medical Director: Dennis McIntyre, M.D.
Marketing: Bruce Edwards
Finance: Dan Phillips

Operational Date
03/01/1985

Model Type(s)
IPA

Service Area
Anne Arundel, Charles, Frederick, Howard, Montgomery, and Prince Georges Counties in MD; Arlington, Fairfax, Loudoun, and Prince Williams Counties (also the cities of Alexandria and Falls Church) in Virginia; the District of Columbia

Enrollment
73,714 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Blue Cross & Blue Shield

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,500
Hospitals (Contracted With or Used Regularly):	27

GHAA MEMBER

CIGNA Healthplan of Virginia, Inc. - Richmond

4050 Innslake Drive
Suite 300
Glen Allen, VA 23060
Phone: (804)273-1100

Executive Name: John Sharp
Title: V.P. and Executive Director
Medical Director: Douglas Hadley, M.D.
Marketing: Stanley Clymer, Jr.
Finance: George Yokley

Operational Date

05/01/1984

Model Type(s)

IPA

Service Area

Counties of Amelia, Caroline, Charles City, Chesterfield, Dinwiddie, Goochland, Hanover, Henrico, King William, Louisa, New Kent, Nottoway, Prince George, Powhatan; Cities of Colonial Heights, Hopewell, Petersburg, and Richmond

Enrollment

43,440 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,011
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

CIGNA Healthplan of Virginia, Inc. - Virginia Beach

Reflections II, Suite 450
200 Golden Oak Court
Virginia Beach, VA 23452
Phone: (804)463-8606

Executive Name: John Sharp
Title: V.P. and Executive Director
Medical Director: Frank Lieb, M.D.
Marketing: Stanley R. Clymer
Finance: George Yokley

Operational Date

09/01/1984

Model Type(s)

IPA

Service Area

Counties of Gloucester, Mathews, Middlesex, Isle of White, James City, King & Queen, and York; Cities of Chesapeake, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach and Williamsburg

Enrollment

13,986 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	937
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

HMO Virginia, Inc.

Box 26623
Richmond, VA 23261
Phone: (804)354-3860

Executive Name: Richard W. Tall
Title: President
Medical Director: Michael O'Harra, M.D.
Marketing: William Phelps
Finance: Larry L. Donaldson

Operational Date
12/01/1984

Model Type(s)
IPA

Service Area
Richmond Metropolitan Area and Hampton Roads, Virginia

Enrollment
17,437 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Virginia

Managed By
HMO Virginia, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,550
Hospitals (Contracted With or Used Regularly):	28

HealthKeepers of Virginia, Inc.

P.O. Box 26623
Richmond, VA 23261
Phone: (804)354-3860

Executive Name: Richard W. Tall
Title: President
Medical Director: Michael O'Harra, M.D.
Marketing: William J. Phelps
Finance: Larry L. Donaldson

Operational Date
09/01/1986

Model Type(s)
IPA

Service Area
Richmond Metropolitan Area and Hampton Roads, Virginia

Enrollment
29,487 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS of Virginia

Managed By
HMO Virginia, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,550
Hospitals (Contracted With or Used Regularly):	28

Optima Health Plan

4417 Corporation Lane
Virginia Beach, VA 23462
Phone: (804)552-7400

Executive Name: Ted M. Wille, Jr.
Title: President
Medical Director: Robert Morton, M.D.
Marketing: Kathy Montagna Terribile
Finance: Sue Mackintosh

Operational Date
01/01/1984

Model Type(s)
IPA

Service Area
Chesapeake, Hampton, Newport News, Norfolk,
Portsmouth, Suffolk, Virginia Beach, Williamsburg, Isle of
Wight County, James City County, and York County

Enrollment
49,771 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Sentara Alt. Delivery Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	11

**Physicians Health Plan, Inc.
d/b/a Physicians Care**

P.O. Box 26623
Richmond, VA 23261
Phone: (804)354-3860

Executive Name: Richard W. Tall
Title: President
Medical Director: Michael O'Harra, M.D.
Marketing: William J. Phelps
Finance: Larry L. Donaldson

Operational Date
11/13/1985

Model Type(s)
IPA

Service Area
District of Columbia; Montgomery and Prince George's
Counties in MD; Arlington, Fairfax, Loudoun & Prince
William Counties and the cities of Alexandria, Falls
Church, Manassas Park in Virginia

Enrollment
13,230 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Blue Cross Blue Shield of VA

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,525
Hospitals (Contracted With or Used Regularly):	25

**Prudential Health Care Plan,
Inc. - PruCare of Richmond**

1000 Chinaberry Blvd.
Richmond, VA 23225
Phone: (804)323-0900

Executive Name: David Hunsaker
Title: Director, Group Operations
Medical Director: Steven Mohlie, M.D.
Marketing: John Joiner
Finance: Harvey Lüdlam

Operational Date
12/01/1982

Model Type(s)
IPA
Group

Service Area
Richmond area

Enrollment
15,464 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
The Prudential Insurance Co.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	3
Physicians (Primary and Secondary):	381
Hospitals (Contracted With or Used Regularly):	4

GHAA MEMBER**Sentara Health Plan**

4417 Corporation Lane
Virginia Beach, VA 23462
Phone: (804)552-7100

Executive Name: Jack McNamara
Title: President

Medical Director:

Marketing: Kathy Montagna Terribile
Finance: Katherine Williams

Operational Date
09/01/1988

Model Type(s)
Staff
Network

Service Area
Hampton Roads (Southside and Peninsula)

Enrollment
42,829 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Sentara Health System

Managed By
Sentara Alt. Delivery Systems

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	9
Physicians (Primary and Secondary):	800
Hospitals (Contracted With or Used Regularly):	10

Southern Health Services, Inc.

P.O. Box C-32048
 Richmond, VA 23261
 Phone: (804)747-3700

Executive Name: James L. Gore
Title: Chief Executive Officer
Medical Director: John M. Daniel, III, M.D.
Marketing: Carrington Wilkerson
Finance: Laurence Kinzler

Operational Date
 06/01/1985

Model Type(s)
 IPA

Service Area
 Central Virginia (Richmond & 16 surrounding counties)

Enrollment
 31,200 as of 12/31/1991

Tax Status
 For-profit

Managed By
 Southern Health Mgmt. Corp.

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	814
Hospitals (Contracted With or Used Regularly):	13

Travelers Health Network of Virginia, Inc.

100 West Plume Street
 4th Floor
 Norfolk, VA 23510
 Phone: (804)624-8500

Executive Name: Julia Hawley
Title: Executive Director
Medical Director: Thomas James, III, M.D.
Marketing: Susan J. Fiske
Finance: Kenneth Hobbs

Operational Date
 12/10/1985

Model Type(s)
 IPA

Service Area
 South Hampton Roads area

Enrollment
 16,483 as of 12/31/1991

Tax Status
 For-profit

Owner/Affiliate
 The Travelers Health Network

Managed By
 The Travelers Health Network

FEHBP:	No	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	908
Hospitals (Contracted With or Used Regularly):	12

GHAA MEMBER

**CIGNA Healthplan of
Washington Inc.**

701 5th Avenue
2940 Columbia Center
Seattle, WA 98104
Phone: (206)625-8800

Executive Name: Joseph Leinonen, M.D.
Title: VP & General Manager
Medical Director: Joseph Leinonen, M.D.
Marketing: David Moules
Finance: Jeri Jones

Operational Date
09/30/1985

Model Type(s)
IPA

Service Area
Island, King, Pierce and Snohomish Counties

Enrollment
3,641 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CIGNA Corporation, Inc.

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,668
Hospitals (Contracted With or Used Regularly):	21

GHAA MEMBER**Good Health Plan of
Washington Inc.**

1501 Fourth Avenue
Suite 500
Seattle, WA 98101
Phone: (206)622-6111

Executive Name: Gerald Coe
Title: CEO
Medical Director: Frits van Paasschen, M.D.
Marketing: Ty Tabor
Finance: Cassie Undlin

Operational Date
01/01/1988

Model Type(s)
Network

Service Area
Snohomish, King, Pierce, Thurston, Mason, Lewis,
Spokane, and Walla Walla

Enrollment
20,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Sisters of Providence of WA

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	32
Physicians (Primary and Secondary):	3,000
Hospitals (Contracted With or Used Regularly):	28

Group Health Cooperative of Puget Sound

521 Wall Street
Seattle, WA 98121
Phone: (206)448-5778

Executive Name: Phil Nudelman
Title: President & CEO
Medical Director: Al Truscott, M.D.
Marketing: Peter Brumleve
Finance: Grant McLaughlin

Operational Date
01/01/1947

Model Type(s)
Staff
Network

Service Area

King (Seattle), Spokane, Kitsap, Kittitas, Pierce, Skagit, Snohomish, Thurston, Benton, Franklin, Yakima counties in Washington state; Kootenai, Bonner counties in Idaho

Enrollment
471,995 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Group Health Coop Puget Sound

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Risk	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	35
Physicians (Primary and Secondary):	1,519
Hospitals (Contracted With or Used Regularly):	17

GHAA MEMBER

HMO Washington

P.O. Box 2088
1800 Terry Avenue
Seattle, WA 98111-2088
Phone: (206)340-6600

Executive Name: Mark S. Hawkins
Title: President & CEO
Medical Director: Stanley Pomarantz, M.D.
Marketing: Ken Beers
Finance: Laurel Kiechli

Operational Date
04/01/1986

Model Type(s)
IPA

Service Area

King, Pierce, Snohomish, and Spokane Counties

Enrollment
10,271 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
King Cty. Medical Blue Shield

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,901
Hospitals (Contracted With or Used Regularly):	24

HealthPlus

P.O. Box 2113 - MS 942
Seattle, WA 98111-2113
Phone: (206)670-4700

Executive Name: Gary L. Meade
Title: President & CEO
Medical Director: Leslie Nelson, M.D.
Marketing: Eric J. Rohlman
Finance: Gaston Peter-Contesse

Operational Date

01/01/1982

Model Type(s)

Network

Service Area

33 counties in Washington State

Enrollment

84,956 as of 12/31/1991

Tax Status

Nonprofit

Owner/Affiliate

BC of Washington & Alaska

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	79
Physicians (Primary and Secondary):	2,500
Hospitals (Contracted With or Used Regularly):	50

GHAA MEMBER**Network Health Plan, Inc.**

7525 Southeast 24th Street
Mercer Island, WA 98040
Phone: (206)236-2500

Executive Name: Gillian Marsden
Title: President
Medical Director: Steven Overman, M.D.
Marketing: Maureen P. McLaughlin
Finance: Lori J. Mitchell

Operational Date

07/01/1986

Model Type(s)

IPA

Service Area

King, Snohomish, and Walla Walla Counties

Enrollment

23,377 as of 12/31/1991

Tax Status

For-profit

Owner/Affiliate

Network Management, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Risk	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,215
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

Pacific Health Plans

401 Second Avenue South
Ste. 300
Seattle, WA 98104
Phone: (206)326-4645

Executive Name: Michael P. Fleck
Title: President
Medical Director: Eric M. Davis, M.D.
Marketing: Thomas Houston
Finance: Rainer O. Volk

Operational Date
04/01/1985

Model Type(s)
IPA

Service Area
King, Snohomish, Thurston, Pierce and Kitsap counties

Enrollment
20,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	72
Physicians (Primary and Secondary):	1,200
Hospitals (Contracted With or Used Regularly):	17

GHAA MEMBER

Qual-Med Washington Health Plan, Inc.

P.O. Box 3387
Bellevue, WA 98009-3387
Phone: (206)869-3500

Executive Name: J.P. (Pat) Billingsley
Title: Divisional VP of Operations
Medical Director: Lawrence Austin, M.D.
Marketing: C.F. du Laney
Finance: Mark Elder

Operational Date
06/01/1985

Model Type(s)
IPA

Service Area
Adams, Chelan, Clark, Cowlitz, Douglas, Ferry, Grant, Island, King, Kitsap, Lewis, Lincoln, Okanogan, Pierce, Pend O'reille, Skagit, Snohomish, Spokane, Stevens, Thurston, Walla Walla, Whitman, Whatcom in Washington; Bonner, Kootenai, Latah in Idaho

Enrollment
78,081 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Qual-Med, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	3,392
Hospitals (Contracted With or Used Regularly):	55

Virginia Mason Health Plan

1100 Olive Way
Suite 1580
Seattle, WA 98101
Phone: (206)223-8844

Executive Name: Phillip J. Haas
Title: Executive Director
Medical Director: John Allen, M.D.
Marketing: Jeffrey G. Paxton
Finance: Karl Wichser

Operational Date
12/26/1985

Model Type(s)
Group

Service Area
Columbia, King, Kitsap, Mason, Pierce, Snohomish, and
Walla Walla Counties

Enrollment
35,061 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Aetna/Virginia Mason Med. Ctr.

Managed By
Aetna Health Management

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	36
Physicians (Primary and Secondary):	570
Hospitals (Contracted With or Used Regularly):	17

AllHealth

P.O. Box 8190
Madison, WI 53708
Phone: (608)221-4711

Executive Name: Dennis Fahey
Title: Director, Professional Servs.

Medical Director:

Marketing: Robert Wood
Finance: Dennis Fahey

Operational Date
10/01/1984

Model Type(s)
IPA

Service Area
Rock, Green and Lafayette Counties

Enrollment
1,200 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Wisconsin Physicians Service

Managed By
Wisconsin Physicians Service

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	159
Hospitals (Contracted With or Used Regularly):	3

Compcare Health Services Insurance Corporation

401 West Michigan Street
Milwaukee, WI 53201
Phone: (414)226-6732

Executive Name: Jeffrey J. Nohl
Title: President

Medical Director: Richard Christenson, M.D.

Marketing: Scott Coleman
Finance: Craig Steffes

Operational Date
05/01/1971

Model Type(s)
Network

Service Area
Southeast and South Central Wisconsin

Enrollment
156,082 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
BC & BS United of Wisconsin

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	33
Physicians (Primary and Secondary):	1,300
Hospitals (Contracted With or Used Regularly):	20

INDIVIDUAL PROFILES

DeanCare HMO

2711 Allen Blvd.
Middleton, WI 53562
Phone: (608)836-1400

Executive Name: John A. Turcott
Title: President
Medical Director: Paul O. Simenstad, M.D.
Marketing:
Finance:

Operational Date
01/01/1984

Model Type(s)
Group
Network

Service Area
Columbia, Dodge, Fond du Lac, Grant, Green, Green Lake,
Iowa, Jefferson, Juneau, Lafayette, Marquette, Richland,
Rock, Sauk, Walworth, and Dane Counties

Enrollment
120,709 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Dean Medical Center

FEHBP:	Yes	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	HCPP	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	150
Physicians (Primary and Secondary):	700
Hospitals (Contracted With or Used Regularly):	20

Eau Claire Health Protection Plan

2000 Westwood Drive
Wausau, WI 54401
Phone: (715)842-6896

Executive Name: Terry Bolz
Title: Assistant Vice President
Medical Director: C.V. Ihle, M.D.
Marketing: Richard Gumness
Finance: Richard Fischer

Operational Date
11/01/1974

Model Type(s)
IPA

Service Area
Chippewa, Dunn, Eau Claire, Pepin

Enrollment
1,899 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Wausau Insurance Companies

FEHBP:	No	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	158
Physicians (Primary and Secondary):	254
Hospitals (Contracted With or Used Regularly):	9

Employer's Health Care Plan

WEG Boulevard
P.O. Box 1100
Green Bay, WI 54344
Phone: (800)558-4444

Executive Name: William Fosick
Title: General Manager
Medical Director: Norman Schroeder, M.D.
Marketing: Ken Fasola
Finance: Jan O'Brien

Operational Date
08/01/1984

Model Type(s)
IPA
Group
Network

Service Area
Southeastern and Western Wisconsin

Enrollment
33,353 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Lincoln National Corporation

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,500
Hospitals (Contracted With or Used Regularly):	20

**Family Health Plan
Cooperative**

P.O. Box 44260
11524 West Theo. Trecker Way
Milwaukee, WI 53214-7260
Phone: (414)256-0006

Executive Name: Conrad Sobczak
Title: Executive Director
Medical Director: James Chaillet, M.D.
Marketing: Michael Derdzinski
Finance: Robert Dude

Operational Date
01/01/1979

Model Type(s)
Staff

Service Area
Milwaukee, Waukesha, Racine, and Washington Counties

Enrollment
94,766 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Family Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Risk Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	4
Physicians (Primary and Secondary):	140
Hospitals (Contracted With or Used Regularly):	7

GHAA MEMBER

Greater La Crosse Health Plans, Inc.

2000 Westwood Drive
Wausau, WI 54401
Phone: (715)842-6896

Executive Name: Terry Bolz
Title: Assistant Vice President
Medical Director: David Westgate, M.D.
Marketing: John Burke
Finance: Richard Fisher

Operational Date
08/01/1986

Model Type(s)
Group

Service Area
La Crosse, Trempealeau, Jackson, Buffalo, Vernon and
Crawford Counties

Enrollment
4,601 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Wausau Insurance Companies

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	151
Hospitals (Contracted With or Used Regularly):	3

Greater Wisconsin Rapids Health Protection Plan

2000 Westwood Drive
Wausau, WI 54401
Phone: (715)842-6896

Executive Name: Terry Bolz
Title: Assistant Vice President
Medical Director: Gerald Osband, M.D.
Marketing: Richard Gumness
Finance: Richard Fischer

Operational Date --
01/01/1980

Model Type(s)
IPA

Service Area
Wood

Enrollment
1,118 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Wausau Insurance Companies

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	70
Hospitals (Contracted With or Used Regularly):	1

Green Bay Health Protection Plan

2000 Westwood Drive
Wausau, WI 54401
Phone: (715)842-6896

Executive Name: Terry Bolz
Title: Assistant Vice President
Medical Director: Gerald Osband, M.D.
Marketing: Richard Gumness
Finance: Richard Fischer

Operational Date
01/01/1973

Model Type(s)
IPA

Service Area
Brown, Kewaunee, Oconto, Shawano

Enrollment
14,804 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Wausau Insurance Companies

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	1
Physicians (Primary and Secondary):	425
Hospitals (Contracted With or Used Regularly):	14

Group Health Cooperative of South Central Wisconsin

One South Park Street
Madison, WI 53715
Phone: (608)251-4156

Executive Name: Lawrence Zaroni
Title: Executive Director
Medical Director: John P. Hansen, M.D.
Marketing: Thomas F. Mottard
Finance: Edward Pautz

Operational Date
03/01/1976

Model Type(s)
Staff
Network

Service Area
Dane County

Enrollment
36,333 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

Managed By
Family Health Systems

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	8
Physicians (Primary and Secondary):	100
Hospitals (Contracted With or Used Regularly):	3

GHAH MEMBER

Group Health Cooperative of Eau Claire

P.O. Box 3217
Eau Claire, WI 54702
Phone: (715)836-8552

Executive Name: Claire W. Johnson
Title: General Manager/Exec. Director
Medical Director: Stuart R. Lancer, M.D.
Marketing: Mary J. Glassbrenner
Financé: Gerald J. Hamill

Operational Date
11/01/1976

Model Type(s)
Staff

Service Area
Eau Claire, Chippewa, Barron

Enrollment
17,671 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Independent

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	HCPP	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	5
Physicians (Primary and Secondary):	97
Hospitals (Contracted With or Used Regularly):	4

HMO Midwest

502 2nd Street
Hudson, WI 54016
Phone: (715)386-6886

Executive Name: Mary Brainerd
Title: President
Medical Director: Mark W. Banks, M.D.
Marketing: Michael L. Christensen
Finance: Harvey Hopkins

Operational Date
12/01/1984

Model Type(s)
Staff
Network

Service Area
Douglas, Bayfield, Burnett, Ashland, Washburn, Sawyer, Polk, Barron, St. Croix, Dunn, Pierce, and Pepin counties

Enrollment
9,500 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
BC & BS of Minnesota

Managed By
BC & BS of Minnesota

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	HCPP	Federally Qualified CMP:	Yes

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	101
Physicians (Primary and Secondary):	1,000
Hospitals (Contracted With or Used Regularly):	26

HMO of Wisconsin Insurance Corporation

840 Carolina Street
Sauk City, WI 53583
Phone: (608)643-2491

Executive Name: Devon W. Barrix
Title: CEO
Medical Director: Gerald C. Kempthorne, M.D.
Marketing: John G. Theos
Finance: David A. Beckman

Operational Date
01/01/1984

Model Type(s)
IPA

Service Area
Adams, Chippewa, Clark, Columbia, Crawford, Dane, Eau Claire, Grant, Green, Green Lake, Iowa, Juneau, Lafayette, Marquette, Richland, Rock, Sauk, Sheboygan, Trempealeau, Vernon, Waupaca, Waushara, and Winnebago Counties

Enrollment
40,400 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
HMO-W, Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,500
Hospitals (Contracted With or Used Regularly):	52

Managed Health Services Insurance Corporation (MHSIC)

10607 W. Oklahoma Avenue
Milwaukee, WI 53227
Phone: (414)321-9001

Executive Name: Elizabeth A. Brinn
Title: President/CEO
Medical Director: Allon Bostwick
Marketing: Suzanne Trevisan
Finance: Michael H. Guns

Operational Date
12/17/1990

Model Type(s)
Network

Service Area
Counties of Milwaukee, Washington, Ozaukee and Waukesha

Enrollment
10,900 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Managed Health Services, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	0
Hospitals (Contracted With or Used Regularly):	14

Maxicare Health Insurance Company - Wisconsin

790 North Milwaukee Street
Milwaukee, WI 53202
Phone: (414)271-6371

Executive Name: Grace Schoneman
Title: Executive Director
Medical Director: Gerald Silverstein, M.D.
Marketing: Vicki Perry
Finance: Karl Wischer

Operational Date
02/01/1980

Model Type(s)
IPA
Network

Service Area
Milwaukee, Kenosha, Ozaukee, Racine, Washington, and
Waukesha counties

Enrollment
21,000 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Maxicare Health Plans, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,300
Hospitals (Contracted With or Used Regularly):	13

MetLife HealthCare Network of Wisconsin, Inc.

11270 West Park Place
Suite 180
Milwaukee, WI 53224-3624
Phone: (414)359-0312

Executive Name: Charles Hertz, M.D.
Title: President and CEO
Medical Director:
Marketing:
Finance:

Operational Date
12/01/1986

Model Type(s)
IPA

Service Area
Milwaukee, Waukesha, Washington, Ozaukee, Racine,
Kenosha, Dane, Green, Jefferson, and Rock Counties

Enrollment
2,510 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
MetLife HealthCare Mgmt. Corp.

Managed By
Metropolitan Life Ins. Company

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,082
Hospitals (Contracted With or Used Regularly):	14

GHAA MEMBER

Midelfort Clinic Health Plan

2620 Stein Boulevard
Eau Claire, WI 54701
Phone: (715)832-3235

Executive Name: Kathryn R. Teeters
Title: Director
Medical Director: Terrance R. Borman, M.D.
Marketing:
Finance:

Operational Date
10/01/1981

Model Type(s)
Group

Service Area
Counties of Barron, Buffalo, Chippewa, Dunn, Eau Claire,
Pepin, Pierce, Polk, Rusk, St. Croix, Trempealeau and
Washburn

Enrollment
20,385 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Midelfort Clinic Limited

Managed By
Midelfort Management Company

FEHBP:	Yes	Federally Qualified	
		HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	24
Physicians (Primary and Secondary):	131
Hospitals (Contracted With or Used Regularly):	10

Network Health Plan of Wisconsin

P.O. Box 120
Menasha, WI 54952
Phone: (414)727-0100

Executive Name: Michael D. Wolff
Title: Chief Executive Officer
Medical Director: Brad Lauderdale, M.D.
Marketing:
Finance: Tim Temperly

Operational Date
04/01/1983

Model Type(s)
Group

Service Area
Calumet, Outagamie, Winnebago, Waupaca, and Fond du
Lac Counties

Enrollment
24,000 as of 12/31/1991

Tax Status
For-profit

FEHBP:	No	Federally Qualified	
		HMO:	Yes
Medicaid:	No		
Medicare:	None	Federally Qualified	
		CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	13
Physicians (Primary and Secondary):	151
Hospitals (Contracted With or Used Regularly):	7

North Central Health Protection Plan

2000 Westwood Drive
Wausau, WI 54401
Phone: (715)842-6896

Executive Name: Terry Bolz
Title: Assistant Vice President
Medical Director: John Webb, M.D.
Marketing: Ronald Schultz
Finance: Richard Fischer

Operational Date
01/01/1972

Model Type(s)
IPA

Service Area
Lincoln, Langlade, and Marathon

Enrollment
33,883 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Wausau Insurance Companies

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Cost	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	114
Physicians (Primary and Secondary):	296
Hospitals (Contracted With or Used Regularly):	1

Oshkosh Area Health Protection Plan

2000 Westwood Drive
Wausau, WI 54401
Phone: (715)842-6896

Executive Name: Terry Bolz
Title: Assistant Vice President
Medical Director: David Romond, M.D.
Marketing: Richard Gumness
Finance: Richard Fischer

Operational Date
01/01/1989

Model Type(s)
IPA

Service Area
Winnebago

Enrollment
2,945 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Wausau Insurance Companies

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	72
Physicians (Primary and Secondary):	135
Hospitals (Contracted With or Used Regularly):	2

Physicians Plus Insurance Corporation

340 West Washington Avenue
Madison, WI 53703
Phone: (608)255-3200

Executive Name: Joe Duerre
Title: CEO/President
Medical Director: Nicholas Mischler, M.D.
Marketing: Beth Zaher
Finance: Michael Mohoney

Operational Date
11/01/1986

Model Type(s)
Network

Service Area
Columbia, Dane, Dodge, Iowa, Jefferson, Sauk, Rock, and Richland Counties

Enrollment
62,830 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Phys. Plus Med Grp/Meriter Hos

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	36
Physicians (Primary and Secondary):	560
Hospitals (Contracted With or Used Regularly):	12

PrimeCare Health Plan, Inc.

1233 N. Mayfair Road, Ste. 301
Milwaukee, WI 53226
Phone: (414)453-9070

Executive Name: Larry Rambo
Title: President & CEO
Medical Director: Michael Lynch, M.D.
Marketing: Kamal K. Shah
Finance: William D. Felsing

Operational Date
10/01/1983

Model Type(s)
IPA

Service Area
Southeastern Wisconsin

Enrolment
151,476 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
United HealthCare Corporation

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	No	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	1,600
Hospitals (Contracted With or Used Regularly):	24

GHAA MEMBER

Q Care

P.O. Box 8190
Madison, WI 53708
Phone: (608)221-5076

Executive Name: Dennis Fahey
Title: Director, Prof. Services
Medical Director:
Marketing: Robert Wood
Finance:

Operational Date
10/01/1984

Model Type(s)
IPA

Service Area
Counties of Buffalo, Crawford, Jackson, LaCrosse, Monroe,
Richland, Trempealeau, and Vernon

Enrollment
11,500 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Wisconsin Physicians Service

Managed By
Wisconsin Physicians Service

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	Yes
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	25
Physicians (Primary and Secondary):	500
Hospitals (Contracted With or Used Regularly):	5

**Security Health Plan of WI/
d/b/a Greater Marshfield HP**

1000 North Oak Avenue
Marshfield, WI 54449
Phone: (715)387-5145

Executive Name: Richard A. Leer, M.D.
Title: President
Medical Director: William Maurer, M.D.
Marketing: William L. Mineau
Finance: Ronald F. Pfannerstill

Operational Date
09/01/1986

Model Type(s)
Network

Service Area
22 county area of Northern, Central and Western
Wisconsin

Enrollment
66,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
Marshfield Clinic

Managed By
Marshfield Clinic

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	13
Physicians (Primary and Secondary):	650
Hospitals (Contracted With or Used Regularly):	10

GHAA MEMBER

Trane Health Protection Plan

2000 Westwood Drive
Wausau, WI 54401
Phone: (715)842-6896

Executive Name: Terry Bolz
Title: Assistant Vice President
Medical Director: Gerald Osband, M.D.
Marketing: Richard Gumness
Finance: Richard Fischer

Operational Date
01/01/1979

Model Type(s)
IPA

Service Area
LaCrosse, Vernon, Trempealeau, Jackson, Monroe

Enrollment
6,776 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Wausau Insurance Companies

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	Yes

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	461
Hospitals (Contracted With or Used Regularly):	9

U-Care HMO, Inc.

One Point Place
Suite 200
Madison, WI 53719
Phone: (608)833-6444

Executive Name: Marc F. Hansen, M.D.
Title: Chairman and President
Medical Director: Marc F. Hansen, M.D.
Marketing: George Tervalon III
Finance: Robert Gray

Operational Date
01/01/1989

Model Type(s)
Network

Service Area
Dane, Sauk, Columbia, Richmond, and Marquette Counties

Enrollment
16,000 as of 12/31/1991

Tax Status
Nonprofit

Owner/Affiliate
University Health Care Inc.

FEHBP:	Yes	Federally Qualified HMO:	No
Medicaid:	Yes		
Medicare:	Prepaid Product	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	No	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	19
Physicians (Primary and Secondary):	490
Hospitals (Contracted With or Used Regularly):	5

GHAA MEMBER

United Health Of Wisconsin Insurance Co. Inc.

P.O. Box 507
Appleton, WI 54913-0507
Phone: (414)735-6440

Executive Name: Dean Gruner, M.D.
Title: President & CEO
Medical Director: John Barkmeier, M.D.
Marketing: James J. Enright
Finance: Jay R. Fulkerson

Operational Date
10/01/1988

Model Type(s)
IPA

Service Area
Brown, Calumet, Outagamie, Shawano, Waupaca,
Waushara and Winnebago Counties

Enrollment
16,500 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
Fox Val Med Enter/Emp Hlth WI

Managed By
McNerney Heintz, Inc.

FEHBP:	No	Federally Qualified HMO:	No
Medicaid:	No		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	Yes	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	912
Hospitals (Contracted With or Used Regularly):	6

Wisconsin Health Organization Insurance Corporation, Inc.

111 West Pleasant Street
P.O. Box 12359
Milwaukee, WI 53212-0359
Phone: (414)223-3300

Executive Name: Kipton Kaplan
Title: President & CEO
Medical Director: Micael Jaeger, M.D.
Marketing: Thomas R. Sobocinski
Finance: Craig R. Kasten

Operational Date
09/01/1985

Model Type(s)
IPA

Service Area
The Southeastern Wisconsin counties of: Sheboygan,
Ozaukee, Milwaukee, Racine, Kenosha, Walworth,
Waukesha, Washington, Jefferson, and Dodge

Enrollment
138,166 as of 12/31/1991

Tax Status
For-profit

Owner/Affiliate
CareNetwork, Inc.

Managed By
CareNetwork, Inc.

FEHBP:	Yes	Federally Qualified HMO:	Yes
Medicaid:	Yes		
Medicare:	None	Federally Qualified CMP:	No

Other Lines of Business:

PPO:	Yes	Open-Ended Product:	No
Trad. Insur.:	No	Admin. Services Only:	No

Number of:

Medical Centers/Satellites:	0
Physicians (Primary and Secondary):	2,200
Hospitals (Contracted With or Used Regularly):	18

GHAA MEMBER

1992

HMO

Corporate
Headquarters

GHAA

— This listing includes those companies which own and/or manage
three or more HMOs. Specific information on each plan can be
found in the individual HMO Profile section of this directory.

Aetna Health Plans

80 Lamberton Road
P.O. Box 706
Windsor, CT 06095
(203) 298-4000

Total Enrollment: 1,239,739

Aetna Health Plans of Eastern Pennsylvania
Aetna Health Plans of Florida—Tampa
Aetna Health Plan of Illinois
Aetna Health Plan of Louisiana
Aetna Health Plans of the Mid-Atlantic, Inc.—VA
Aetna Health Plans of New Jersey, Inc.
Aetna Health Plans of New York, Inc.
Aetna Health Plan of Northern Ohio, Inc.
Aetna Health Plan of San Diego, Inc.—CA
Aetna Health Plans of Southern California, Inc.—San Bernardino
Aetna Health Plan of Southern New England—CT
Aetna Health Plan of Tennessee
Aetna Health Plans of Western Pennsylvania, Inc.
Aetna National Health Plans of Texas, Inc.—Houston
Bay Pacific Health Plan—CA
Butterworth Health Plan—MI
MedCenters Health Plan, Inc.—MN
PARTNERS HMO—MO
PARTNERS Health Plan of Arizona
PARTNERS Health Plan of Colorado, Inc.
PARTNERS Health Plan of Georgia, Inc.
PARTNERS National Health Plan of Indiana, Inc.
PARTNERS National Health Plans of North Carolina
Southwest, an Aetna Health Plan—Dallas, TX
Virginia Mason Health Plan—WA

Anthem Health Systems

5451 West Lakeview Parkway South Drive
Indianapolis, IN 46268
(317) 298-6600 or 1-800-367-4207

Total Enrollment: 79,540

Anthem Health Plans of Florida, Inc.
Anthem Health Plan of Indiana, Inc.—Indianapolis
Anthem Health Plans of Texas, Inc.
Health Maintenance of Indiana/Key Health Plan—Indianapolis
Physicians Health Network and Physicians Health Services—Evansville, IN

CIGNA Employee Benefits Companies

Hartford, CT 06152
(203) 726-6000

Total Enrollment: 1,880,123

CIGNA Healthplan of Mid-Atlantic—MD
CIGNA Healthplan of Tennessee (Formerly EQUICOR Health Plan)—Memphis
CIGNA Medical Group Healthplan—Glendale, CA
CIGNA Healthplan of Connecticut

CIGNA Healthplan of Georgia, Inc.
CIGNA Healthplan of Massachusetts, Inc.
CIGNA Healthplan of Arizona/dba CIGNA Private Practice Plan—Phoenix
CIGNA Healthplan of Arizona, Inc.—Phoenix
CIGNA Healthplan of Arizona, Inc.—Tucson
CIGNA Healthplan of San Diego—CA
CIGNA Healthplan of Colorado, Inc.
CIGNA Healthplan of Florida, Inc.—Tampa
CIGNA Healthplan of Florida, Inc.—Maitland
CIGNA Healthplan of Illinois
CIGNA Healthplan of Kansas/Missouri, Inc. (Kansas City)—KS
CIGNA Healthplan of Kansas/Missouri, Inc.—Salina—KS
CIGNA Healthplan of Kansas/Missouri, Inc.—Wichita
CIGNA Healthplan of Louisiana, Inc.—Baton Rouge
CIGNA Healthplan of North Carolina, Inc. (Formerly EQUICOR Health Plan)
CIGNA Healthplan of North Louisiana—Shreveport
CIGNA Healthplan of Northern California—Oakland
CIGNA Healthplan of Northern New Jersey, Inc.
CIGNA Healthplan of IP20,20 Oklahoma, Inc. (Formerly EQUICOR Health Plan)
CIGNA Healthplan of Ohio, Inc.—Columbus
CIGNA Healthplan of Ohio, Inc.—Cleveland
CIGNA Healthplan of Ohio, Inc.—Dayton
CIGNA Healthplan of South Florida—Miami Lakes
CIGNA Healthplan of St. Louis—MO
CIGNA Healthplan of Tennessee, Inc. (Formerly EQUICOR Health Plan)—Nashville
CIGNA Healthplan of Texas—Irvine
CIGNA Healthplan of Texas, Inc./Houston Division
CIGNA Healthplan of Utah, Inc. (Formerly EQUICOR Health Plan)
CIGNA Healthplan of Virginia, Inc.—Richmond
CIGNA Healthplan of Virginia, Inc.—Virginia Beach
CIGNA Healthplan of Washington, Inc.—Seattle
CIGNA Healthplan of the Delaware Valley—Lester, PA
CIGNA Independent Practice Network—Glendale, CA
CoMED HMO—A CIGNA Company—Denville, NJ
Lovelace Health Plan, Inc.—NM
Total Health HMO, Inc.—A CIGNA Company—NY

Community Health Plan (CHP), Inc.

1201 Troy-Schenectady Road
Latham, NY 12110
(518) 783-1864

Total Enrollment: 210,795

Community Health Plan: Massachusetts Region
Community Health Plan: Capital Area Region—Latham, NY
Community Health Plan: Bassett Region—Cooperstown, NY
Community Health Plan: Hudson Valley Region—Poughkeepsie, NY
Community Health Plan: Vermont Region

Coventry Corporation

424 Church Street
Suite 2600
Nashville, TN 37029
(615) 251-5500

Total Enrollment: 278,473

Group Health Plan, Inc.—MO
HealthAmerica Pennsylvania, Inc.—Pittsburgh
HealthAmerica Pennsylvania, Inc.—Camp Hill

FHP, Inc.

9900 Talbert Avenue
Fountain Valley, CA 92708
(714) 963-7233

Total Enrollment: 649,505

Employees Choice Health Option—UT
FHP of New Mexico, Inc.
FHP Health Care—AZ
FHP, Inc.—CA
FHP, Inc.—GU
FHP, Inc. (Utah Region)

Healthsource, Inc.

Donovan Street Extension
P.O. Box 2041
Concord, NH 03302-2041
(603) 225-5077

Total Enrollment: 147,267

Carolina Physicians Health Plan, Inc.—NC
Healthsource Maine
Healthsource New Hampshire
Healthsource South Carolina
Patient's Choice, Inc.—NY
Tennessee First Health Plan, Inc.

Health Insurance Plan of Greater New York (HIP)

7 West 34th Street
New York, NY 10001
(212) 630-5000

Total Enrollment: 1,062,273

HIP Network of Florida, Inc.
HIP/Rutgers Health Plan—NJ
Health Insurance Plan of Greater New York

Humana Inc.

500 West Main Street
P.O. Box 1438
Louisville, KY 40201-1438
(502) 580-1000

Total Enrollment: 1,101,117

Humana Health Care Plan, Inc. (Lexington)—KY
Humana Health Plan Inc. (Phoenix)—AZ
Humana Health Plan Inc. (Louisville)—KY
Humana Health Plan of Ohio, Inc.
Humana Health Plan of TX, Inc. dba Humana HP Corpus Christi
Humana Health Plan of TX, Inc. dba Humana HP of San Antonio
Humana Health Plan, Inc.—CO
Humana Medical Plan Inc. (South Florida)
Humana Medical Plan Inc. (Tampa)—FL
Humana Medical Plan Inc. (Orlando)—FL
Humana Medical Plan Inc.—Ormond Beach, FL
Humana Health Plan, Inc. (Nevada)
Humana-Michael Reese HMO—IL
Humana Prime Health—MO

Independent Health Association, Inc.

777 International Drive
Buffalo, NY 14221
(716) 631-5731

Total Enrollment: 281,201

Capital District Physicians' Health Plan—Albany, NY
Independent Health—Hudson Valley—Tarrytown, NY
Independent Health—Western New York—Buffalo, NY

Kaiser Foundation Health Plan, Inc.

One Kaiser Plaza
Oakland, CA 94612
(510) 271-5910

Total Enrollment: 6,612,153

Kaiser Foundation Health Plan of Colorado
Kaiser Foundation Health Plan of Mid-Atlantic States, Inc.—Washington, DC
Kaiser Foundation Health Plan of Georgia, Inc.
Kaiser Foundation Health Plan of Kansas City, Inc.—KS
Kaiser Foundation Health Plan of North Carolina
Kaiser Foundation Health Plan of Ohio
Kaiser Foundation Health Plan of the Northwest—OR
Kaiser Foundation Health Plan of Texas
Kaiser Foundation Health Plan, Inc.—Northern California Region—Oakland
Kaiser Foundation Health Plan, Inc.—Southern California Region—Pasadena
Kaiser Foundation Health Plan, Northeast Region—CT
Kaiser Foundation Health Plan, Inc.—Hawaii Region

Maxicare Health Plans, Inc.

1149 South Broadway
Los Angeles, CA 90015
(213) 742-0900

Total Enrollment: 296,558

Maxicare—Southern California
Maxicare—Northern California
Maxicare Health Insurance Company—Wisconsin
Maxicare Illinois
Maxicare Indiana
Maxicare Louisiana, Inc.
Maxicare North Carolina, Inc.
Maxicare South Carolina, Inc.

Metropolitan Life Insurance Company

Managed Care Services Group
57 Green's Farms Road
Westport, CT 06880
(203) 454-6100

Total Enrollment: 250,116

MetLife HealthCare Network of Arizona, Inc.
MetLife HealthCare Network of Colorado, Inc.
MetLife HealthCare Network of Florida, Inc.
MetLife HealthCare Network of Georgia, Inc.
MetLife HealthCare Network of Illinois, Inc.
MetLife HealthCare Network of Kansas City, Inc.—KS
MetLife HealthCare Network of Kentucky, Inc.
MetLife HealthCare Network of Massachusetts, Inc.
MetLife HealthCare Network of New York, Inc.
MetLife HealthCare Network of Northern New Jersey, Inc.
MetLife HealthCare Network of Ohio, Inc.
MetLife HealthCare Network of Texas, Inc.
MetLife HealthCare Network of Wisconsin, Inc.
MetLife HealthCare Network, Inc.—MO
MetLife HealthCare Network of California, Inc.

PacifiCare Health Systems

5995 Plaza Drive
Cypress, CA 90630
(714) 952-1121

Total Enrollment: 873,695

Health Plan of America—Orange, CA
PacifiCare—Oklahoma City, OK
PacifiCare, Inc.—Cypress, CA
PacifiCare of Oklahoma—Tulsa
PacifiCare of Oregon
PacifiCare of Texas, Inc.

Physician Corporation of America

6101 Blue Lagoon Drive
Suite 300
Miami, FL 33126
(305) 267-6633

Total Enrollment: 198,778

Century Medical Health Plan, Inc.—Miami, FL
PCA Health Plans of Florida, Inc.
PCA Health Plans of Texas, Inc.

Principal Health Care, Inc.

1801 Rockville Pike
Suite 601
Rockville, MD 20852
(301) 881-1033

Total Enrollment: 171,473

Principal Health Care of Delaware, Inc.
Principal Health Care of Florida, Inc.—Jacksonville Division
Principal Health Care of Florida, Pensacola Division
Principal Health Care of Illinois
Principal Health Care of Louisiana, Inc.
Principal Health Care of Kansas City, Inc.—MO
Principal Health Care of Nebraska, Inc.
Principal Health Care of Ohio, Inc.

Prudential Health Care Plan, Inc.

56 North Livingston Avenue
Roseland, NJ 07068
(201) 716-8000

Total Enrollment: 1,021,153

PruCare of Atlanta—GA
PruCare of Austin—TX
PruCare of California
PruCare of Central Ohio
PruCare of Charlotte—NC
PruCare of Cincinnati—OH
PruCare of Connecticut
PruCare of Houston—TX
PruCare of Illinois
PruCare of Jacksonville—FL
PruCare of Kansas City—MO
PruCare of Memphis—TN
PruCare of Nashville—TN
PruCare of New Jersey
PruCare of New York
PruCare of North Texas—Dallas
PruCare of Northern Ohio
PruCare of Oklahoma
PruCare of Orlando—FL
PruCare of Philadelphia—PA
PruCare of Richmond—VA
PruCare of San Antonio—TX
PruCare of South Florida—Ft. Lauderdale

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PruCare of St. Louis—MO
PruCare of Tampa Bay—FL
PruCare of Tulsa—OK
Prudential Health Care Plan of the Mid-Atlantic—MD

Qual-Med, Inc.

720 North Main Street
Suite 320
Pueblo, CO 81003
(719) 542-0500

Total Enrollment: 244,754

PCA Health Plans of California—Sacramento
Qual-Med California
Qual-Med—New Mexico Health Plan
Qual-Med Washington Health Plan, Inc.
Qual-Med Oregon Health Plan
Qual-Med, Inc.—CO

Sanus Corp. Health Systems

1 Parker Plaza
400 Kelby Street
Fort Lee, NJ 07024
(201) 947-6000

Total Enrollment: 658,762

HealthPlus, Inc.—MD
Sanus Health Plan, Inc.—MO
Sanus Health Plan of Greater New York/New Jersey
Sanus New York Life Health Plan—Houston, TX
Sanus Texas Health Plan, Inc./Dallas/Fort Worth—TX

The Travelers Health Network, Inc.

2250 Lakeside Boulevard
Suite 600
Richardson, TX 75082
(214) 470-5882

Total Enrollment: 127,808

Travelers Health Network of Texas—Dallas/Ft. Worth
Travelers Health Network of Texas—Houston Division
Travelers Health Network of California, Inc.—Sacramento/
Fresno
Travelers Health Network of Louisiana

Travelers Health Network of New York, Inc.—Syracuse
Division
Travelers Health Network of New York, Inc.—Metropolitan
Division—White Plains
Travelers Health Network of Texas, Inc.—Austin
Travelers Health Network of Virginia, Inc.
Travelers Health Network of Illinois, Inc.

United HealthCare Corporation

P.O. Box 1459
Minneapolis, MN 55440
(612) 936-1300

Total Enrollment: 1,510,717

Freedom Plan—CA
Medica—MN
Ocean State Physicians Health Plan, Inc.—RI
Physicians Health Plan of Greater St. Louis, Inc.—MO
Physicians Health Plan, Inc.—MI
Physicians Health Plan of Northern Indiana
Physicians Health Plan of North Carolina
Physicians Health Plan of Ohio, Inc.
Physicians Health Plan of South Carolina
Physicians Health Plan of Utah
PrimeCare Health Plan, Inc.—WI
Share Health Plan of Illinois, Inc.
Share Health Plan of Nebraska, Inc.
United HealthCare of Georgia, Inc.
United HealthCare of Iowa, Inc.

U.S. Healthcare, Inc.

980 Jolly Road
P.O. Box 1109
Blue Bell, PA 19422-0770
(215) 628-4800

Total Enrollment: 1,252,359

HMO PA—U.S. Healthcare—Blue Bell
U.S. Healthcare—CT
U.S. Healthcare—NY
U.S. Healthcare, Inc.—MA
U.S. Healthcare, Inc.—NJ
U.S. Healthcare, Inc.—Pittsburgh, PA
U.S. Healthcare, Inc.—Delaware
U.S. Healthcare of New Hampshire, Inc.

1992

Supporting
Organizations

GHAA

GHAA Supporting Members are organizations that are not HMOs but which are involved in the healthcare industry and have principles and purposes compatible with those of GHAA.

Audit and Tax Services

Deloitte & Touche

1633 Broadway
New York, NY 10019
(212) 489-1600

Contact: John Grywalski
National Healthcare Director

We are involved in providing professional services for Managed Care in the form of accounting, auditing, tax, and consulting services.

Clinical Laboratory

MetWest Clinical Laboratories

3714 Northgate Blvd.
Sacramento, CA 95834
(916) 927-9900

Contact: Daniel R. Zimmerman
Managed Care Administrator

MetWest Clinical Laboratories began in 1988 and has emerged as a major supplier of clinical laboratory services in the western United States. Today, MetWest is an organization serving more than 15,000 physicians, research centers, hospitals, and industrial clients from laboratories throughout the western United States. We offer our clients more than 1,400 different clinical tests from the most common to the highly specialized.

Data Analysis Software and Services

O'PIN Systems, Inc.

7900 International Drive
Suite 635
Bloomington, MN 55425
(612) 854-3360

Contact: David Aquilina
Director of Business Development

O'PIN Systems, Inc. is a health data analysis company. We offer software tools and analysis services that help HMOs understand utilization and cost patterns, target priority problems and take action to improve managed care performance. INSYTE is our primary software product. INSYTE is a set of decision support tools that offers speed and sophistication, easy access and flexibility and simplicity for HMO managers and analysts.

Dental Plans and Dental Management

Dental Benefit Providers, Inc.

7200 Wisconsin Avenue, Suite 800
Bethesda, MD 20814
(301) 654-6900

Contact: Guy Hunt
Vice President, Marketing & Sales

Dental Benefit Providers Inc. (DBP) is in the business of organizing and managing provider networks to provide cost contained, network dental benefit programs as well as providing claims administrative services through its wholly owned claims division. Through these programs, dental professionals provide comprehensive dental services and are compensated through a capitation and/or discounted fee-for-service reimbursement method.

MIDA Dental Plans, Inc.

2000 Town Center, Suite 2200
Southfield, MI 48075
(313) 353-6410/ (800) 944-6432

Contact: Janet Oleszkowicz
Senior Vice President, National Operations

MIDA is a national, managed care organization committed to preventive dentistry and quality dental care. Founded in 1981, MIDA has grown to include over 700,000 members in sixteen states. Our programs are tailored to groups and individuals, associations and HMOs. We offer stand alone products, dual choice offerings and administration for self insured plans.

National Dental Health Inc.

3111 Camino Del Rio N., Suite 1000
San Diego, CA 92108
(619) 238-8611

Contact: Keith "C" Macumber
Vice President/National Marketing Director

Our name describes both what we do and who we are: A complete dental benefits company, providing quality, comprehensive dental care, through both traditional and managed alternative programs -with a historical commitment to efficient administration and effective cost containment. We're National Dental Health.

Randmark Management, Inc.

1211 Connecticut Avenue N.W.
Suite 200

Washington, D.C. 20036
(202) 293-8800 / (800) 955-0783

Contact: Annette H. Rolin
Director of Marketing

Randmark Management, Inc.—a national leader in managed dental healthcare plans since 1978—administers dental benefits for more than 850,000 members in 22 states. We specialize in the design and management of dual and triple option dental plans for Medicare, HMO, and PPO markets; union trusts; self-insured employers; and other providers of healthcare benefits. Our expertise also extends into network development, eligibility, provider payments, member and provider relations, employee communication, and management reporting.

Electronic Claims Processing

Health Information Technologies

100 Canal Pointe Blvd.
Princeton, NJ 08540 --
(609) 452-0500

Contact: Susan Rheume
Manager, Marketing & Communications

Health Link™ is an easy to use system that instantaneously communicates benefit information between the physician and the insurer. This two-way communication link allows electronic verification of eligibility for insurance coverage, paperless claims submission and referral tracking as well as a physician report function. Health Link will run on a variety of POS platforms and is suited to both the indemnity and managed care insurance product. Health Link has a significant impact on cost containment for the insurer.

National Electronic Information Corporation (NEIC)

500 Plaza Drive
Secaucus, NJ 07094
(201) 902-7000

Employer

GTE

40 Sylvan Road
Waltham, MA 02254
(617) 466-2396

Contact: Bruce Bradley
Corporate Manager, Managed Care

Large telecommunication company encompassing telephone operations in 40 states. Provide telecommunications products and services including mobile communications, telecommunications for the government, and information services. Total number of employees is 135,000.

Financial Services

National Cooperative Bank

1401 Eye St., NW, Suite 700
Washington, D.C. 20005
(202) 336-7700

Contact: Stanley Dreyer
Vice President, Development

NCB provides a variety of financial services including letters of credit, loans and private placements to the nation's leading staff- and group-model HMOs. As a customers-owned financial services institution NCB also finances community & migrant health centers, shared service, and managed care organizations operated on a cooperative basis.

Genetic Testing Services

Vivigen, Inc.

2000 Vivigen Way
Santa Fe, NM 87505
(505) 438-1111

Contact: Susan Burchell
Manager, Payor Relations

Vivigen, Inc. is a genetic testing laboratory offering a full range of cytogenetic, biochemical and molecular genetic services. One of the largest cytogenetics laboratories in the U.S., Vivigen's mission is to provide the medical community with the highest quality genetic testing services in a timely, cost effective manner. There are nine ABMG certified MD/PhD geneticists on staff at Vivigen; more than any other commercial laboratory. Vivigen is approved by CAP and licensed by CLIA and the City and State of New York.

Group Practice HMO Alliance

The HMO Group

100 Albany Street, Suite 230
New Brunswick, NJ 08901
(908) 220-1388

Contact: Daniel B. Wolfson
President & CEO

The HMO Group is a national alliance of independent group practice HMOs which serve almost 4 million members throughout the country. The alliance was formed to strengthen the quality and performance of its members through collaborative activities, and to provide a national HMO network to multi-site national employers.

Healthcare Management and Consulting

ACMG, Inc.

2570 Technical Drive
Miamisburg, OH 45342
(513) 866-6660

Contact: Paul W. McVay
President

Health care management company—currently managing a provider owned 44,000 member HealthWise of Kentucky (HMO) and a hospital/physician owned PPO in South Carolina. With TPA services, ACMG provides benefit related services to over 157,000 individuals in a ten state region.

CMSI

0234 S.W. Bancroft
Portland, OR 97201
(503) 227-0600

Contact: Gary Halverson

CMSI, a management and information technology firm, provides consulting, systems integration and outsourcing services. The company serves healthcare, insurance, government and entrepreneurial clients nationwide. CMSI assists clients in becoming more successful by aligning their operating practices with their executive vision through the application of technology.

HealthCare Connections, LTD

25 Braintree Hill Office Park
Suite 103
Braintree, MA 02184
(617) 848-8080

Contact: Pat Buckley
VP/Business Manager

Healthcare consulting firm with expertise in corporate and marketing management, medical, UR and QA management, marketing communications, advertising and PR, TQM and sales training. Clients include hospitals, HMOs, PPOs, insurers, group practices, TPAs, CMPs, urgent/ambulatory care centers and governmental agencies.

HealthPlan Management Services

100 Hannover Park Road
Atlanta, GA 30350
(404) 641-5850

Contact: Karen Richardson
Director of Marketing

HPMS specializes in all areas of Managed Care Network Management (HMO, POS) for employer groups. Services provided include diagnostic studies to determine the financial and qualitative performance of HMO programs; assisting clients with ongoing management of their HMO programs and eligibility, reconciliation and payment services. HPMS also authors and produces the HMO Buyer's Guide.

KPMG Peat Marwick

725 S. Figueroa
Los Angeles, CA 90017
(213) 955-8929

Contact: Thomas L. Kelly
National Director-Healthcare

KPMG Peat Marwick, the largest professional accounting and consulting firm in the world, is a leader in providing business advisory services to the healthcare field. Its staff includes nationally recognized experts in: regional system development; mergers and acquisitions; hospital-physician integration; strategic and cost management; information technology; reimbursement systems; financial planning; and taxation.

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Lewin-ICF

9300 Lee Highway
4th Floor
Fairfax, VA 22031
(703) 218-5500

Contact: Robert F. Atlas
Vice President

Lewin-ICF is a 100-person firm offering health care management consulting and policy analysis expertise to private and public sector clients nationwide. Lewin-ICF's services for HMOs and related organizations include management evaluation, market analysis, new product development, merger/acquisition support, provider/vendor contracting assistance, Medicare/Medicaid contract development, and strategic and business planning.

Managed Healthcare Systems, Inc.

2101 Wilson Boulevard, Suite 935
Arlington, VA 22201
(703) 525-7904

Contact: Karen E. Williamson
Vice President, Marketing

Managed Healthcare Systems, Inc. (MHS) designs, develops and operates specialized comprehensive managed health care programs for Medicaid and other publicly funded populations.

McNerney Heintz, Inc.

509 West Old Northwest Highway
Barrington, IL 60010
(708) 381-0424

Contact: Thomas E. Press
Executive Vice President

Development and management of alternative delivery systems including HMOs, PPOs, TPAs, and PHOs; additionally, physician office practice management.

The Medical Management Institute

1125 Cambridge Square
Alpharetta, GA 30201
(404) 475-1220

Contact: John S. Bischof
Corporate Sales & Marketing Manager

The Medical Management Institute (MMI) the number one medical management consulting firm in the United States, primarily aids in increasing the efficiency of private practices. The full-time MMI staff is experienced in all facets of medical management conducting over 1,500 workshops throughout the U.S. on Medicare, coding and practice management.

Operational System Designs, Inc.

3030 LBJ, Suite 1380
L.B. 19
Dallas, TX 75234
(214) 241-3944

Contact: Lee Carter
Director, Group & HMO Consulting

Operational System Designs, provides systems consulting by software professionals that understand the managed care industry. Operational System Designs works nationally providing onsite or telecommunication support in the following areas: HMO Reporting, Actuarial Systems, Administrative Systems, Triple Option/POS, System Development, New Technology, and Management Services.

The Scheur Management Group, Inc.

1400 Centre Street
Newton, MA 02159
(617) 969-7500

The Scheur Management Group is a full-service operations management and consulting firm delivering solutions that bridge the gap between cost containment, and quality of care and service. With expertise spanning all facets of the managed-care arena, our clients have included HMOs, insurers, employers, providers, and state and federal regulators.

Healthcare Provider

Allegheny Health Education and Research Foundation

100 W. Laurel Avenue
Cheltenham, PA 19012
(215) 663-5400

Contact: Margaret J. Nyalka
Vice President

Bethesda Hospital Inc.

8044 Montgomery Road
Suite 520
Cincinnati, OH 45236
(513) 791-8844

Contact: Bruce A. Erwine, Vice President
Group Health Programs/Strategic Planning

The Group Health Programs Department of Bethesda Hospital is responsible for managing/supporting the managed care contracting function for the hospital. In addition, the department has primary responsibility for the institutional planning function (eg. coordinate CON activities, state-mandated data submissions, etc.)

Boro Medical

850 Bronx River Rd.
Yonkers, NY 10708
(914) 776-2800

Contact: Steven Fialkow

Boro is a HCPP with offices in the New York Metro Area.

Caremark Inc.

455 Knightsbridge Parkway
Lincolnshire, IL 60069
(708) 215-3381

Contact: Martha Schriver
Public Affairs Manager

Caremark Inc., an affiliate of Baxter Healthcare Corporation, is the nation's oldest and largest alternate site therapy provider. Caremark offers a wide range of managed care programs nationally for patients with chronic, high cost conditions. To learn more about Caremark's network of Alternate Site Care Centers, the Case Management Resource Center, Women's Health Resources, Ambulatory Care Centers, HIV Connection Network and Transplant Services, call 1-800-438-8778. You will be put in touch with the Caremark Payor Relations Manager in your area.

Greater Southeast Healthcare System

1310 Southern Avenue, S.E.
Washington, D.C. 20032
(202) 574-6076

Contact: Jacquelyn L. Lendsey
Vice President for Corporate and Community Development

Greater Southeast Healthcare System is the managing company for a network of hospitals and nursing homes in southeast Washington and southern Prince George's County, Maryland. The System has a 450-bed hospital, a 33-bed hospital, nursing homes, home care services, pharmacies, medical office buildings, and successful community outreach programs, such as the Ballou High School Adolescent Health Center.

Health Midwest Comprehensive Care

2310 E. Meyer Blvd. B-15
Kansas City, MO 64132
(816) 276-9156

Manor Healthcare Corp.

1601 N. Bond Street
Suite 208
Naperville, IL 60563
(708) 369-5900

Contact: Sheryl Y. Head, R.N.
Director, Managed Care/Insurance

Martin's Point Health Care Center

331 Veranda Street
P.O. Box 9746
Portland, ME 04104
(207) 774-5801

Contact: Johan Brouwer, M.D.
CEO

Martin's Point Health Care Center is a progressive, nonprofit health care organization providing outpatient medical and diagnostic services to families in Maine through facilities in Topsham, Bath, Windham, and Portland. Services include family practice medicine, internal medicine, pediatrics, urgent care, radiology, laboratory, pharmacy, optometry and counseling.

Mercy Health Centers

3900 Fifth Avenue
Suite 310
San Diego, CA 92103
(619) 543-8169

National Jewish Center for Immunology and Respiratory Medicine

1400 Jackson Street
Denver, CO 80206
(303) 398-1081

Contact: Les C. Meyer
National Director of Managed Care

National Jewish is a unique medical research center with a national—indeed worldwide—reputation. It is the only center of its kind, exclusively dedicated to immunology and respiratory medicine. Patients are referred to this respected specialty care center from every state in the nation, and many foreign countries every year.

Richmond Health Care Group

1000 Boulders Parkway
Richmond, VA 23225
(804) 323-7575

Contact: Charles Crowder
Group Administrator

RHCG is a primary care physician group that has contracted with Prudential to provide managed primary care to Prudential Managed Healthcare Plan's members.

Salick Health Care, Inc.

8201 Beverly Boulevard
Los Angeles, CA 90048-4250
(213) 966-3400

Contact: Chris Palmer
Director of Business Development

Salick Health Care is a leading provider of disease-specific, outpatient health care services. The Company operates eight comprehensive cancer diagnostic and treatment centers across the country and eight outpatient artificial kidney (dialysis) centers, with 170 licensed treatment stations, in Southern California. The company also provides inpatient dialysis services and distributes medical supplies.

Staten Island Medical Group

4771 Hylan Blvd.
Staten Island, New York 10312
(718) 948-8200

Contact: W.R. Betty, M.D.
Medical Director

The Staten Island Medical Group is a multi-specialty professional corporation contractually associated with the Health Insurance Plan of Greater New York. The Group is responsible for providing total health care to approximately 64,000 subscribers employing the services of approximately 65 physicians in all major specialties. Modern facilities of 55,000 and 45,000 square feet respectively, are located at 1050 Clove Road, Staten Island, NY 10301 and 4771 Hylan Boulevard, Staten Island, NY 10312.

TeamCare, Inc.

6100 Chevy Chase Drive
Suite 102
Laurel, MD 20707
(301) 470-3290

Contact: Debra V. Meighan
Director, Sales and Marketing

TeamCare, Inc. is a high quality healthcare provider specializing in alternate site infusion therapy. TeamCare exclusively provides services to the managed care market. We offer specialized services including data management and quality assurance reporting services to our clients. We also provide specialty services in Pediatrics, Oncology, Nutrition, and Infectious Diseases.

U.S. Army Health Services Command

Fort Sam Houston, TX 78234-6000
(512) 221-6410

Contact: Colonel Henry C. Buemler
Chief, Coordinated Division

Provides medical, dental and other health related services to over 2.8 million beneficiaries in the United States and its territories. Operates 38 full service hospitals and hundreds of clinics in multiple service areas and contracts for medical care with civilian and other governmental agencies.

Health Insurers/Delivery Systems

Blue Cross and Blue Shield Association

676 N. St. Clair Street
Chicago, IL 60611
(312) 440-5821

Contact: Richard A. Maturi
Senior Vice President

The Blue Cross and Blue Shield System sponsors 88 HMOs, 56 PPOs and 29 POS programs. 20 million individuals are enrolled in these managed care products through local programs and national networks. The Blue Cross and Blue Shield Association is the national coordinating organization for member Plans.

Group Health Incorporated (GHI)

330 West 42nd Street
New York, NY 10036
(212) 760-6448

Contact: Harvey Schachter
Vice President, Professional Affairs

Group Health Incorporated (GHI) is a not-for-profit health services company incorporated under Section 43 of the New York State Insurance Law. It offers a full spectrum of health insurance benefits to over 2,000,000 members and 425,000 Medicare beneficiaries. GHI administers the Part B Medicare program in Queens County, New York. Its health insurance plans include hospital, medical-surgical, prescription drugs, vision care, laboratory, and dental coverage. There are over 33,500 providers of health care who accept GHI's allowances as payment in full. GHI is also a provider of health care through its home health care and dental facility components.

HealthLink, Inc.
788 Office Parkway
St. Louis, MO 63141
(314) 432-5465

Contact: Diane Wellman
Office Manager

HealthLink is a Preferred Provider Organization sponsored by 8 local hospitals in the St. Louis area. The PPO network covers Missouri, Illinois and limited areas in Indiana.

Johns Hopkins Medical Services Corporation
3100 Wyman Park Drive
Baltimore, MD 21211
(410) 338-3000

Contact: Richard K. Tompkin, M.D.
President & CEO

The Johns Hopkins Medical Services Organization is a subsidiary medical services management organization operating eighteen (18) health care delivery sites in and around the greater Baltimore area. The approximately 130 physician multi-specialty group practice provides managed care services for commercial HMOs as well as for state and federal government programs.

The Mutual Group (U.S.) Employee Benefits
401 N. Executive Drive
Brookfield, WI 53008-0980
(414) 797-5000

Contact: James B. Meyers
Director, Managed Care Development

The Mutual Group (U.S.) Employee Benefits is a national insurer, specializing in benefit products for small employers. Its product line includes group: health, life, long and short-term disability, and dental insurance.

Preferred Health Professionals
4400 College Blvd., Suite 300
Overland Park, KS 66211
(913) 339-4400

Contact: Sylvia C. Dochterman
President & Chief Executive Officer

Preferred Health Professionals, a 143,000 member managed care organization located in the Kansas City metropolitan area, contracts with approximately 1,400 area physicians and 21 hospitals. The PHP plans are available in conjunction with 30 different insurance carriers and administrators. PHP provides claims prepricing, utilization management, medical case management, provider network management, and marketing support.

Value Health, Inc.
22 Waterville Road
Avon, CT 06001
(203) 677-4101

Contact: Tim McDonald
Director of Marketing

Value Health is the nation's leading provider of specialty managed care products now serving over 20 million people. The Company's products are designed to manage costs and maintain quality in selected health care sectors that are of particular concern to employers. Value Health services and companies include: mental health and substance abuse benefits, pharmacy benefit services, clinically-based medical necessity software, and managed podiatric services.

Insurance Services— Reinsurance, Conversion

Alexander & Alexander, Inc.
P.O. Box 305193
Nashville, TN 37230-5193
(615) 366-5600

Contact: Gerald W. Phillips
Senior Vice President

We provide HMO Reinsurance, Insolvency and Out-Of-Area Conversion Coverage. Professional Liability and Directors and Officers Liability Coverage is provided to HMOs, PPOs, IPAs and PROs. Errors and Omissions coverage for Third Party Administrators is provided to HMOs.

Brokers' Risk Placement Service, Inc.
525 West Monroe, Suite 2400
Chicago, IL 60661
(312) 906-8111

Contact: Andrew F. Jicha
Marketing Manager

Brokers' Risk Placement Service, Inc., is the exclusive HMO underwriting facility for a major carrier offering hospital expense reinsurance. Insolvency, out-of-area conversion and physician coverage are just a few of the additional options available. The coverage is designed to minimize the HMO's cost to reinsure its members through a creative self-funding mechanism.

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Celtic Life Insurance Company

233 South Wacker Drive
Suite 700
Chicago, IL 60606-6393
(312) 332-5401

Contact: Walter Roland
Assistant Vice President

Celtic Life Insurance Company provides out-of-area conversion insurance to HMO members. For a monthly per member fee, Celtic provides conversion coverage to HMO members who leave their service area. Celtic has been in the conversion market for over 12 years and provides out-of-area coverage to more than 3,000,000 HMO members.

John Alden Life Insurance Company

5835 Blue Lagoon Drive
Suite 400
Miami, FL 33126
(305) 263-8674 / (800) 344-0517

Contact: David Kelley
Vice President

John Alden Life Insurance Company (JALIC) is Best Rated A+ Superior based on financial strength and operating performance. JALIC provides reinsurance, conversion and insolvency protection as well as insurance products customized for HMOs. JALIC works directly and has been a leader in the reinsurance field for HMOs since 1986.

Johnson & Higgins

500 West Madison Street
Suite 2100
Chicago, IL 60661
(312) 648-3227

Contact: Kevin J. Downs

Johnson & Higgins provides specialized insurance brokerage and consulting services for the Healthcare Industry with specific capabilities and products designed for the Managed Care Industry.

Lincoln National Health & Casualty Insurance Company

1300 South Clinton Street
P.O. Box 7804
Fort Wayne, Indiana 46801
(219) 455-3126

Contact: Tim Alford
Vice President

Lincoln National offers a full range of reinsurance products designed for HMOs, insurers, hospitals, and self-funded employers. HMO reinsurance is provided through R.W. Morey, Inc., managing general underwriter. With R.W. Morey, Lincoln supports HMO third party administration, point-of-service and multi-option products, group life sales, and other products/services.

Molton, Allen & Williams Corporation

1000 Urban Center Parkway
P.O. Box 10025
Birmingham, AL 35202-0025
(205) 967-0074

Contact: Buck Howard
Director of Medical Services

Reinsurance—Specific, aggregate, hospital and uncompensated stop loss.

Northwestern National Life

20 Washington Avenue South
Minneapolis, MN 55401
(612) 342-3112

Contact: Jack Reid
Executive Director, HMO Reinsurance

Provide a full range of reinsurance services as well as medical management of catastrophic claims. Provider of point of service and other insurance products for HMOs.

R.W. Morey, Inc.

Box 1
Tiburon, CA 94901
(415) 435-2555

Reinsurance underwriters for the HMO industry. Provide HMO reinsurance, stoploss for self-funded employers, POS and optional insured coverages, and ancillary lines of insurance.

Managed Care Computer Systems

CSC Healthcare Systems

3535 Grandview Parkway, Suite 600
Birmingham, AL 35243
(205) 967-8200

CSC Healthcare Systems has dedicated itself to providing leading-edge information systems for the managed healthcare industry. Our Managed Healthcare Systems are extremely flexible Management Information Systems that can handle complex benefit and reimbursement structures for point-of-service insurers, open-ended, and triple option plans.

CyCare Systems, Inc.

7001 N. Scottsdale Road
Suite 1000
Scottsdale, AZ 85253-3628
(602) 596-4300

CyCare Systems, Inc. provides computerized information processing systems and services to the healthcare industry.

Digital Insurance Systems Corporation

3455 Mill Run Drive, Suite 400
Hilliard, OH 43026
(614) 771-5423

Contact: Mr. Robin Bales

The DISCorp Health Claims Processing and Administration System (HCPSys) is designed primarily for organizations requiring a highly productive and flexible health care benefits and claims administration system. The HCPSys is presently used to administer point of service, self insured, HMO/PPO, TPA and indemnity offerings. The HCPSys has the ability to manage numerous and complex health care benefit plans in both indemnity and managed care environments and is positioned to interface with the most advanced quality assessment software in use by the health care industry today.

EDS

5400 Legacy Drive
Plano, TX 75024
(214) 604-4398

Contact: Steve Gillespie
Product Manager

EDS is the largest provider of health care information management services that maintain control of health care costs while enhancing quality. EDS offers systems to health insurers to process claims and analyze health care costs. In the managed care market, EDS offers administrative and clinical systems, including an electronic medical record system that communicates with labs, pharmacies, insurers and others to improve quality and reduce costs.

Health Systems Design (HSD)

1330 Broadway, Suite 1210
Oakland, CA 94612
(510) 763-2629

Contact: Paul Meszaros
Sales Manager

HSD is an established managed care software company with a solid reputation for providing well-designed software, strong industry expertise, and excellent client service. We offer complete managed care systems and stand alone decision support systems for HMOs, PPOs, IPAs, TPAs, medical groups and self-administered employers.

ICI (Information Concepts, Inc.)

17800 Castleton St., Suite 650
City of Industry, CA 91748
(818) 810-1271

Contact: Kathy Murphy, Marketing Representative

Since 1980, ICI has provided its PARTNERSHIP SERIES of software solutions for the administrative needs of firms involved in managed care and employee benefits. Whether your organization delivers managed care as an HMO, PPO, an IPA or as any form of managed indemnity provider or administrator, ICI is committed to providing information systems to meet your special needs.

IDX Corporation

888 Commonwealth Avenue
Boston, MA 02215
(617) 566-6800

Contact: Robert Galin
Vice President, Sales and Marketing

IDX Corporation is a leader in the medical computer industry, providing financial, clinical and administrative software applications and services for HMOs, physician groups, medical schools, ambulatory settings and hospitals nationwide.

MACESS Corporation

The MACESS Building
1401 21st Street South
Birmingham, AL 35205
(205) 933-6973

Contact: W. Sanders Pitman
Vice President, Sales & Marketing

Computer solution, I-MAXtm, automates the manual routing, storing, entry and retrieval of claims, enrollment forms and other documents by coupling imaging technology with specialized work flow management programs. Automates claims and service departments by providing immediate access to images and electronic departmental communications systems for problem tracking and resolution. Executes on PC networks using Windows 3.0 and coexists with present systems.

Novalis Corporation

9 Washington Square
Albany, NY 12205
(518) 456-8663

Contact: James Stewart
Vice President, Industry Relations and Research

Novalis Corporation provides integrated systems, clinical software, and consulting support for HMOs, PPOs, TPAs and insurers. Its subsidiaries include Digital Insurance Systems Corporation, Columbus, OH; Health Networks of America, Inc., Albany, NY; Clinical Pathways, Providence, RI and Albany, NY; and Preferred Health Network of Maryland, Inc., Baltimore, MD.

Managed Prescription Programs/Pharmacy Management

Allscrips Pharmaceuticals, Inc.

1033 Butterfield Road
Vernon Hills, IL 60061
(800) 654-0889

Contact: Rolando Trujillo, Jr.
Director of Managed Care Systems

ALLSCRIPS is engaged principally in the wholesale distribution of pre-packaged pharmaceuticals to health care providers for distribution at the point-of-care to their patients. ALLSCRIPS MANAGED CARE SYSTEMS Division markets its pharmaceutical managed care programs by combining the parent company's various business units, including mail order prescriptions and retail pharmacy networks.

Argus Health Systems, Inc.

715 Hereford Drive
Kansas City, MO 64105-1304
(816) 435-5400

Contact: Frank L. Peak
Chief Operating Officer/Executive Vice President

Argus Health Systems Inc. is the leader in prescription claims processing, cost containment strategies and information management services for the healthcare industry. Argus offers a wide variety of services including: individualized plan design; on-line pre-authorization; refill-to-early and drug utilization reporting and review. Healthcare organizations have selected Argus because of Argus' flexibility and reporting capabilities that are not available elsewhere.

Maxor Corporation

25 Medical Drive
Amarillo, Texas 79106
(806) 358-7955

Contact: John McKissack
Vice President, Operations

Maxor Corporation is a pharmacy management company specializing in managed care. Special emphasis is placed on cost analysis, management effectiveness, staff review, marketing programs and information systems.

PCS, Inc.

9501 E. Shea Blvd.
Scottsdale, AZ 85260
(800) 223-7745

Contact: Madeleine Bickert
Director, Marketing Communications

PCS is the nation's leading provider of managed prescription drug benefits. Through PCS' Managed RxSM plan sponsors can integrate flexible benefit plan design, drug utilization review, formulary/manufacture rebates, options for maintenance drug dispensing, generic dispensing programs, managed provider networks, and other services to help manage the cost and quality of prescription drug care. PCS also offers comprehensive management information and clinical consulting.

Prescription Health Services, Inc.

6025 Slauson Avenue
Culver City, CA 90230
(310) 391-1133

Contact: Marla Eby
Director of Marketing

Prescription Health Services (PHS) specializes in nationwide managed care prescription program administration for HMOs, insurance companies, multi-employer union trust funds, large employers. Since 1977 our focus on managed care has helped our clients create a cost effective quality prescription benefit program. PHS is a subsidiary of Baxter Healthcare Corporation.

**Marketing/Public Relations
Agency**

Wolf Blumberg Krody

19 Garfield Place
Cincinnati, OH 45202
(513) 784-0066

Contact: Jesse Taggart (410) 583-9300
V.P./General Manager/Eastern Region

WBK is a full service advertising and public relations agency which has developed an integrated selling and client retention process unique in the managed care industry. This process employs "Direct Relationship Marketing", a series of techniques for directly communicating with potential prospects and existing employer/employee clients with the objective of maximizing the efforts of a direct sales force and/or broker/agent sales force.

**Medical Diagnostics
Manufacturer**

Boehringer Mannheim Corporation

9115 Hague Road
Indianapolis, IN 46250
(317) 845-2000

Market leaders in diagnostics, biochemicals, orthopedics, and blood glucose monitoring. Have history of unsurpassed quality, dependability, and innovation. Serve physicians, hospitals, patients, healthcare professionals, and medical research.

**Mental Health and Substance
Abuse Management**

Achievement & Guidance Centers of America, Inc.

3 Friends Lane
Suite 200
Newtown, PA 18940
(215) 579-2323/ (800) 800-2422

Contact: Steven Picow
President

For over ten years, Achievement & Guidance Centers of America, Inc. (AGCA) has managed and provided mental health and substance abuse programs by utilizing staff and independent professional providers. Nationwide, AGCA offers its clients, on a risk or administrative only basis, a comprehensive managed mental health program which integrates patient evaluation, referral to staff or independent providers, and concurrent utilization review. AGCA became a subsidiary of American Biodyne, Inc. on January 22, 1992.

American Biodyne, Inc.

Corporate Office:
400 Oyster Point Boulevard, Suite 306
South San Francisco, CA 94080
(415) 742-0980

Contact: Lisa Suennen
Vice President Marketing

American Biodyne, Inc. (ABI) (including Assured, Achievement and Guidance Centers of America (AGCA) and 10 other wholly owned subsidiaries) currently covers over 4.4 million beneficiaries in 50 states. ABI provides a complete range of behavioral health services to HMOs, self-insured employers and insurance carriers.

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CMG Health

25 Crossroads Drive
Owings Mills, MD 21117
(410) 581-5000

Contact: Wayne Feest
Vice President of Sales and Marketing

CMG Health is a national managed mental health and substance abuse firm headquartered in Owings Mills, Maryland with regional offices throughout the United States. CMG Health offers a full spectrum of products, including employee assistance programs, which deliver the highest-quality care available, resulting in cost savings.

HMA Behavioral Health, Inc.

255 Park Avenue, Suite 800
Worcester, MA 01609
(508) 757-2290

Contact: John J. Healy
President and CEO

Established in 1982, HMA Behavioral Health, Inc. provides managed substance abuse and mental health services to health insurance plans, self-insured businesses, and group purchasers of care. HMA's comprehensive managed health programs serve more than 300,000 lives throughout the Northeast, and include: Utilization Management Program; Managed Psychiatric PPO; Full Risk Managed Care; and Employee Assistance Programs.

Pharmaceutical Manufacturers

Abbott Laboratories

Dept. 502, Bldg. AP-30
1 Abbott Park Road
Abbott Park, IL 60064-3500
(708) 937-6100

Contact: Robert S. Altman
Deryk David

Abbott Laboratories researches, develops, manufactures and distributes cost-effective health care products, including pharmaceuticals, nutritionals, hospital products and diagnostics. The Managed Health Care Department is committed to identifying and serving the needs of group health and managed health care organizations.

ALZA Corporation

P.O. Box 10950
950 Page Mill Road
Palo Alto, CA 95303-0802
(415) 494-5000

Contact: Jon Windham
Director of Marketing

ALZA develops, manufactures and markets therapeutic systems incorporating drugs into advanced dosage forms designed to provide controlled, predetermined rates of drug release for extended time periods. Therapeutic systems reduce many drugs' side effects while preserving or enhancing their beneficial actions, and increase patient compliance by decreasing the dosing frequency.

AMGEN, Inc.

Amgen Center
Thousand Oaks, CA 91320
(805) 499-5725

Contact: Susan Payne
Director, Managed Health Care

AMGEN is committed to the discovery and development of breakthrough human therapeutics and to a continuing effort toward leadership in bringing health professionals and their patients cost effective therapeutics and programs which meet their needs. EPOGEN® and NEUPOGEN® are two tangible results of AMGEN's research and development efforts.

Boehringer Ingelheim Pharmaceuticals, Inc.

900 Ridgebury Rd.
P.O. Box 368
Ridgefield, CT 06877
(203) 798-9988

Contact: John C. Delaney
Manager, Specialty Markets

Boehringer Ingelheim Pharmaceuticals, Inc. is a pharmaceutical company dedicated to research, development, manufacture and marketing of healthcare products including ALUPENT®, CATAPRES-TTS®, MEXITIL®, and ATROVENT®. Boehringer Ingelheim works with all segments of the healthcare industry and has a growing commitment to managed healthcare. The company is headquartered in Ridgefield, Connecticut.

Boots Pharmaceuticals, Inc.

300 Tri-State International Center
Suite 200
Lincolnshire, IL 60069
(708) 405-7400

Contact: David J. Durham
National Field Sales Manager: Managed Care

Bristol-Myers Squibb

P.O. Box 4500
Princeton, NJ 08543-4500
(609) 243-6023

Contact: Judy Strauss-Mast
Director, Marketing Development

Burroughs Wellcome Co.

3030 Cornwallis Rd.
Research Triangle Park, NC 27709
(919) 248-3707

Contact: Jon T. Stone, Ph.D.
Director, Managed Health Care Services

CIBA-GEIGY Corporation

Managed Healthcare Services
556 Morris Avenue
Summit, New Jersey 07901
(908) 277-4661

Contact: J. Eric Talbott
Executive Area Director

CIBA-GEIGY Managed Healthcare Services offers quality cost-effective products along with a wide range of educational/business services to enhance the value of managed care pharmacy.

Eli Lilly and Company

Lilly Corporate Center
Indianapolis, IN 46285
(317) 276-5458

Forest Laboratories, Inc.

150 East 58th Street
New York, NY 10155
(212) 421-7850

Contact: Kathleen Barclay
Manager of Contract Operations

ICI Pharmaceuticals Group

New Murphy Road and Concord Pike
Wilmington, DE 19897
(302) 886-3000

Lederle Laboratories

One Cyanamid Plaza
Wayne, New Jersey 07470
(201) 831-4437

Contact: Meg Yoder
Director, Marketing Managed Health Care and National Accounts

Lederle provides a broad range of innovative products, from antibiotics and cardiovasculars to chemotherapeutics, that have proven therapeutic efficacy and safety. Lederle has pioneered the development and manufacture of vaccines and remains the leader in providing these high-quality, cost-effective products for preventive medicine.

LEMMON Company

650 Cathill Road
Sellersville, PA 18960
(215) 723-5544

Contact: David S. Doll
Director, Managed Care/Marketing

LEMMON Company, a leading manufacturer of quality generic pharmaceuticals, is dedicated to meeting the needs of the managed care pharmacist. Our sophisticated electronic systems and significant investments in research and development make us uniquely positioned to serve our pharmacy customers.

Marion Merrell Dow, Inc.

9300 Ward Parkway
Kansas City, MO 64114
(816) 966-4000

Contact: Richard E. Burnett
Director, Public Policy Integration

Marion Merrell Dow is a global pharmaceutical organization involved in the discovery, development, manufacture, and sale of prescription and over-the-counter products. With a core commitment to fulfilling customers' needs and improving the longevity and/or quality of human life, we are a dedicated partner with the managed health care industry.

Merck Human Health Division

U.S. Human Health
Broad and Sumneytown Pike
West Point, PA 19486
(215) 661-6105

Contact: Thomas K. Beckett
Executive Director, Managed Health Care Affairs

The MERCK HUMAN HEALTH DIVISION is responsible for marketing MERCK's prescription drugs on a global basis.

1992 NATIONAL DIRECTORY OF HMOs

Ortho Pharmaceutical Corporation

Route 202 S., Admin. Bldg. Room #1099
Raritan, NJ 08869-0602
(908) 218-6062

Contact: Robert G. Castor
Director of National Accounts

Parke-Davis Division of Warner-Lambert Company

201 Tabor Road
Morris Plains, NJ 07950
(201) 540-2000

Contact: Mark R. Harris
Director, Managed Health Care Marketing

Parke-Davis Managed Health Care was formed within Warner-Lambert to help managed care companies deliver quality health care in a cost-effective manner. By working with Parke-Davis Managed Health Care your organization has access to a wide variety of high-quality, cost-effective products—from prescription pharmaceuticals to generic and over-the-counter products to serve virtually every area of therapeutic need.

Pfizer, Inc. National Healthcare Operations

502 Fountain Parkway
Grand Prairie, TX 75050
(214) 647-0222

Contact: Richard J. Lenz
National Sales Manager

National Healthcare Operations (NHO) is a division that works with national and regional managed care organizations in conjunction with Pfizer Labs., Roering and Pratt Pharmaceuticals. NHO's consultants provide managed care executives with educational and service programs that enable client organizations to both improve the quality of patient services and their competitiveness in the marketplace.

Rhone-Poulenc Rorer Pharmaceutical Company

500 Arcola Road, 4B12
Collegeville, PA 19426
(215) 454-8272

Contact: Eduardo Santacana
Market Manager Corporate Healthcare

Rhone-Poulenc Rorer wants to be the best corporate healthcare company you'll ever work with and we plan to accomplish that by helping you be the best in your business. To learn more about the innovative programs designed to serve you, please visit our display.

Sandoz Pharmaceuticals Corporation

59 Route 10
East Hanover, NJ 07936
(201) 503-7500

Searle

P.O. Box 5110
Chicago, IL 60680-5110
(708) 470-6691

Contact: RoseMarie Paulis
Director, Managed Healthcare

Searle is a major worldwide research-based pharmaceutical company which has exciting and innovative products such as Calan SR, Cytotec, and Demulen. The company is known for its continued industry leadership in social responsibility. Partnerships with managed care organizations are an important part of Searle's business, and managed care directors rate Searle as one of the top 5 pharmaceutical companies.

Syntex Laboratories, Inc.

3401 Hillview Avenue
Palo Alto, CA 94303
(415) 855-5050

Contact: Amy Stephenson
Manager, Professional Relations

Syntex Laboratories, Inc., is a pharmaceutical manufacturer proactively building meaningful long-term relationships with managed care decision makers by thoroughly understanding outcomes management needs and responding to those needs with innovative products, programs and contracting.

The Upjohn Company

7000 Portage Road
Kalamazoo, MI 49001
(616) 323-4461

Contact: James C. McMichael
Business Development Manager

The Upjohn Company is a worldwide, research-based provider of human health care products, animal health, agronomic and vegetable seeds, and specialty chemical, headquartered in Kalamazoo, Michigan. The company has been dedicated to improving health and nutrition for more than a century.

Wyeth-Ayerst Laboratories

555 E. Lancaster Pike
St. Davids, PA 19087
(215) 971-5646

Contact: Tom McFarland
Director of Marketing, Managed Care

Wyeth-Ayerst is your key to the quality, cost-effective products and resources of the nation's leader in prescription pharmaceuticals and to the other health care divisions of American Home Products.

Pharmacy—Retail

Walgreen Company

200 Wilmot Road
Deerfield, IL 60015
(708) 940-2500

Publisher

Madison Publishing Corporation

347 Congress Street
Boston, MA 02210
(617) 451-1155

Contact: Kevin Barry
Publisher

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